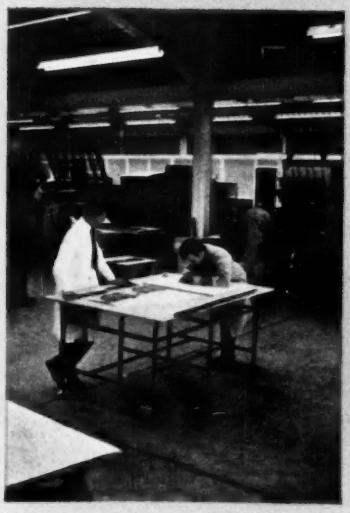
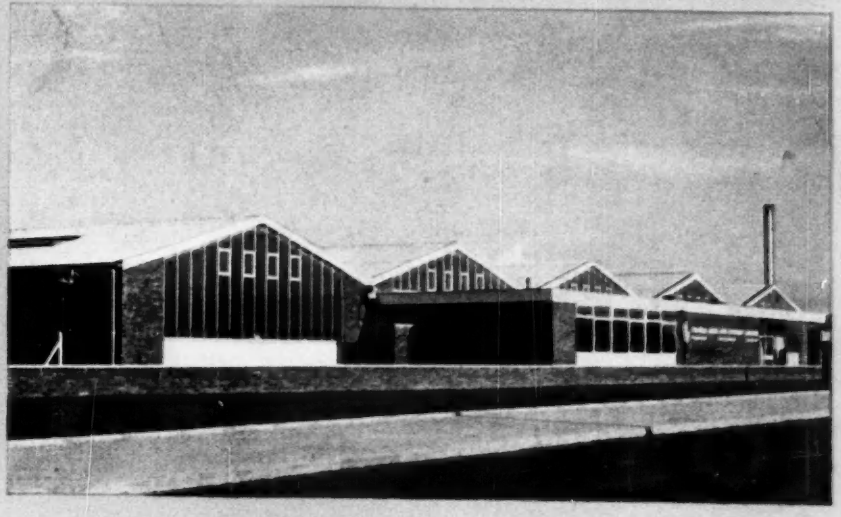
Board of Trade Journal

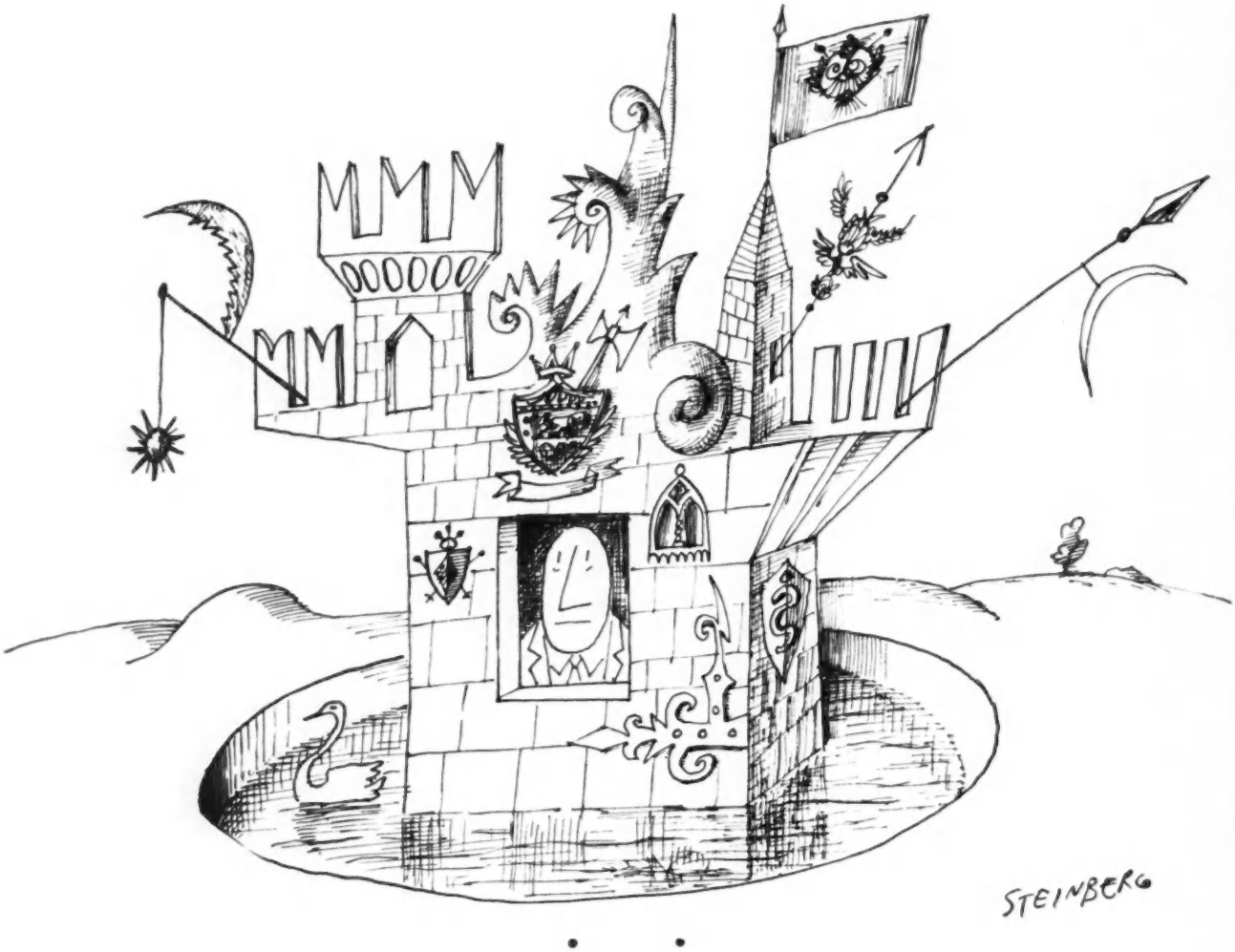
Volume 186, No. 3502 Published by Her Majesty's Stationery Office 1 May 1964





1s. 6d. net

© 1962 The New Yorker Magazine, Inc.



The modern European businessman is not isolated from America's major markets for quality goods and services. On the contrary. Many executives of British companies know the U.S.A.'s specialised markets in depth. They have found that a good way to direct their sales messages to these areas is by advertising in The New Yorker Magazine. Products and services with points of origin in just about every European country—and many others all over the world—are represented in The New Yorker's pages. The New Yorker is more than a national magazine. It is international. Perhaps your advertising could benefit from this aspect of **The New Yorker.**

THE NEW YORKER MAGAZINE, INC., NO. 21 GROSVENOR ST., LONDON W.1.

Board of Trade Journal

VOLUME 186, NO. 3502, PAGES 937-996
1 MAY 1964
PRICE 1s. 6d. NET, SUBSCRIPTION INCLUDING INLAND POSTAGE, £4 12s. 6d.

Research in Industry (4): The Sponsored Research Organization 939
Britain sells nearly half of the world's exports of tractors 941
Mr. Heath to attend formal opening of 'Kennedy Round' 941
New trading opportunities with Russia 942
UK trade with Hungary. Industrial Training Act Guide 942
The future of EFTA 943
Rayon expansion in Northern Ireland 944
Industrial safety study conference 944
A policy for balanced national development 945
Anti-dumping application on vinyl acetate monomer 945
Applications for drawback of duty on dried salted split fish 945
Application for removal of duty on linseed oil 945
Applications for temporary exemption from import duty 945
Imports of antiques from Hong Kong 945
Customs examination of wines and spirits in special containers 947
Parliamentary Answers 948
Modern factories available in the North-east 949
The economy – selected indicators 950
United Kingdom trade in the first quarter 958
Index of industrial production for February 959
Production of cars and commercial vehicles 959
Census of Production for 1964 960
Orders, deliveries, production and exports in the engineering industries 962
Latest company results show further increase in profits 964
Registrations of British and foreign films 964
Overdrafts of the nationalized industries

Exhibitions and Fairs

120 British firms represented at Amsterdam Packaging Exhibition, British ready-to-wear fashion success in Paris 968
Trade Fairs and Exhibitions in the United Kingdom 970

Overseas Trade and Exports

Trade and Financial Arrangements

France and Sweden. France and Iceland. France and Czechoslovakia. Italy and Yugoslavia. The People's Republic of China and Hungary. Yugoslavia and Austria. Tunisia and Yugoslavia. Tunisia and Bulgaria. India and Bulgaria. India and Iran 974
Tunisia and Switzerland. India and Rumania. British commercial representative in Nigeria. Telephone service with Oceania.
Trade literature for HM Embassy, Havana 975
Information for exporters 976
Export Orders 981

Tariff, Customs and Import Regulations in overseas countries

Argentina: Import regulations 992
Australia: Tariff changes. Revision of customs by-laws. Decisions on tariff classifications. Details of tariff changes 988
Austria: Anti-dumping law on some wool and cotton cloths 984
Canada: 'Made in Canada' ruling 992
Ceylon: 1964 Foreign Exchange allocations and import licences 986
Chile: Amendments to import lists 992
Denmark: Imports from Hong Kong 983
France: Global quotas. Imports of honey. Duty quotas. 982
Hong Kong: Customs tariff amended 986
Iran: Restriction on the import of drugs 984
Jamaica: Customs tariff changes 992
Japan: Liberalization of imports 986
Malaysia (Singapore): Import restrictions 986
Mexico: Import licensing 992
Netherlands: Import duty tariff quotas 983
New Zealand: 1964-65 import licensing schedule 991
Nigeria: Brussels Nomenclature Tariff. Customs tariff amendments. Revised Import Licensing Regulations 984
Portugal: Drawback of import duty on polyethylene and polypropylene 984
South Africa, Republic of: Customs tariff applications. Customs tariff changes. Rebate of duty for manufacturing purposes. Imposition of ordinary dumping duty 985
Southern Rhodesia: Industrial drawbacks and rebates of duty 986
Switzerland: Turnover tax on beer and manufactured tobacco 983
Index to Statistics published regularly 994

Front cover photograph

Some of the new machinery installed in the factory, built two years ago on the Hendon Estate, Sunderland, by Thomas Reed & Company Limited. This factory has been extended by more than a third of its original area. During the past few years the firm has doubled its labour force and built a second and larger factory. Its activities include high-speed multi-colour litho printing, board converting in the form of large point of sale display material and a wide range of packaging including cartons and containers. A The firm print trade, technical journals and educational books which are sent to all parts of the world.

This firm's development is an example of what is being achieved in the North-east; an area served by a fast train service, two seaports, an airport and a fast motorway. (A list of Government-built factories available in the North-east is given on page 948).

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by H.M. Stationery Office, price 1s. 6d. (annual subscription £4 12s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; 39 King Street, Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

© Crown Copyright 1964

Extracts may be published if the source is duly acknowledged, except that permission of the authors must be obtained to reproduce signed articles.

Subscriptions and sales inquiries should be addressed to the Publishers at any of the above addresses.

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2654). Address for telegrams and cables 'Boseblack, London.'

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of H.M. Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876, Ext. 147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farrington St., London, E.C.4. (Tel. City 3718).

The Government accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies. (Larger quantities 5s. 0d. per page for each additional 125 copies.)

Orders and remittances for reprints should be addressed to the Director of Publications (P.2), H.M. Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1. Cheques should be made payable to H.M. Paymaster-General.

JCB®

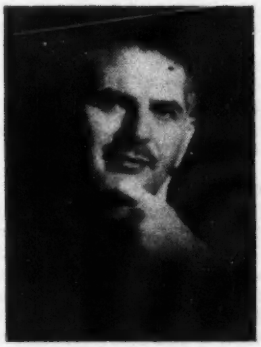
Western Europe's leading manufacturer of hydraulic excavators

RESEARCH IN INDUSTRY (4)

The Sponsored Research Organization

by Dr. H. M. FINNISTON, INTERNATIONAL RESEARCH AND DEVELOPMENT CO., LTD.

This is the fourth of a series of articles dealing with research and industry. The writers will cover the Government's contribution as well as outlining the research undertaken by representative trade associations and individual companies.



OTHER ARTICLES in this Journal have described the role in this country of research and development establishments under direct Government control, of Research Associations supported by specific industries (generally with Government aid), and of laboratories within technically based industrial companies. These varied and various types of organization are well established components of the scientific complex of this country's technical structure but like most 'establishments' they are at present undergoing changes in strength, interests and organization to meet the challenge of expansion of science and technology at home and abroad. As part of this change a relatively new type of organization catering to the research and development requirements of technically based industry is attracting attention. This is the sponsored research organization which, though independent of any form of Government control and with no direct association (other than relevant technical experience) with an individual industry or an individual company, sets out to serve the scientific and technological needs and requirements of Government and industry.

Why sponsored research?

The sponsored research institution is common-place in the United States: there are several hundreds of this class of company, the larger of which bear such internationally known names as Stanford Research Institute, Battelle Memorial Institute, Armour Research Foundation, Cornell and Mellon. It may be asked why has the United Kingdom, with an industrial economy similar to that of the United States, not introduced such a technical service into its scientific and technological structure on anything approaching a comparable scale? The answer is complex; it lies partly in the greater aggressiveness shown by United States industry in translating science into technology; it lies partly in the differences in attitude to applied research of this country's industry and educational system; it lies partly in the many alternatives which successive United Kingdom Governments have built up to meet this country's industrial demands for science and technology; and it lies partly in the tendency until recently for British industry to be generally more restrictive in its support of industrial research but, where conscious that investment in research was essential to its future, for industry to maintain and satisfy its requirements within the confines of the individual company.

In many ways the climate in industry towards the use and value of research and development is changing. With it there has come the opportunity (and acceptance of the concept of) the sponsored research organization. Partly this derives from the general pressures of keeping up with the industrial Jones's at home and abroad or facing the alternative of losing one's place in the industrial world at large; partly because the increasing complexity of problems require either considerable specialization of inter-disciplinary attack to achieve solution and either of these approaches can benefit from sponsored organizations which cater to these situations; partly because of the increasing costs of development demand greater economic deployment of manpower and equipment; and partly because the value of an independent outlook unencumbered by the burden of past detail and day to day association with the job afford an alternative approach which has fresh prospects of improving existing products or processes or yielding new ones for industry.

Where does the sponsored research organization differ from other technical service organizations? The main purpose of the former is to act under contract as an extension of the technical facilities of Government and industry with no further obligation on the part of the sponsor on completion of the contract. In discharging this function, it frees industry of the responsibilities of recruiting staff and maintaining and operating the necessary laboratories while it affords the individual industrial company (or Government establishment) a confidential service specifically and completely directed towards the interests of the sponsoring company (or establishment). The ruling principle of the sponsored research organization is to advance the interests of the sponsor in the same way as would obtain if the work were done in the laboratories of the company or establishment by the company's own employees. The extent of commercial or other security is set by the sponsor himself and is a major feature of the relationship between the sponsor and research organization.

Why does an industrial company or Government department not confine its work to its own research department? The simple answer is that there are many occasions when this is simply not economic or justifiable. For example, there are occasions when specialized equipment is needed to solve a problem, but the limited use to which a company may want to put such specialized equipment may not justify its purchase or construction; or special expertise which may not exist in an industrial company and which it would not pay the company to recruit on a permanent basis can be enjoyed temporarily and exclusively through the sponsored research organizations, without the worry and the difficulties of recruitment, assimilation and continued employment of such experts: or again there may be temporary peak loads which an industrial or Government research department does not foresee as continuing but which must meet some requirement in a scheduled time; and there may be new ideas originating in or emerging from sponsored

research organizations since these are constantly trying to read future trends ahead of the established industries whom they have to convince they can serve.

Sponsored research organizations in the United Kingdom

The number of sponsored research organizations in this country with supporting laboratory facilities (as opposed to purely consulting or advisory organizations) is comparatively small – probably less than a dozen. The majority are confined to specific expertise in such disciplines as chemistry, mechanical engineering, metallurgy or the biological sciences, and some few practising combinations of disciplines. Best known and probably among the larger in size of staff and/or income are the Fulmer Research Institute, Sondes Place Research Institute, Arthur D. Little (with a parent company in the United States) the Huntingdon Research Centre, and the youngest and largest, International Research and Development Company Limited (IRD); examples of smaller British organizations which offer specialized services in the physical and life sciences respectively are Metal Research Limited and the Avebury Research Laboratories (specializing in entomology). Some American institutions carry offices in the United Kingdom, but these gather financial support for their laboratories in Europe.

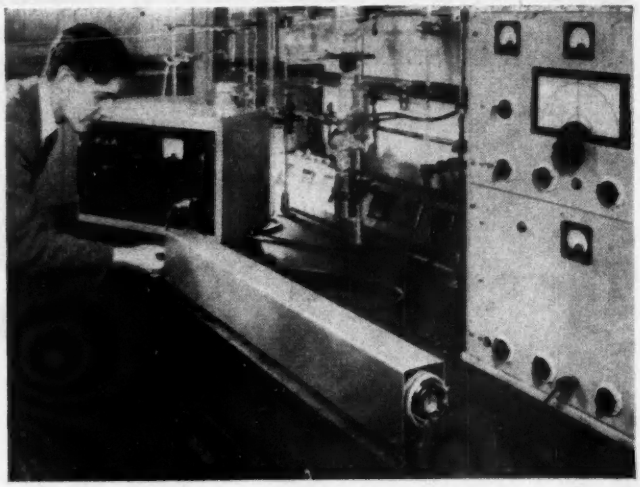
What is the structure of a sponsored research organization? The author knows his own company best and will describe this. IRD has some 550 staff of whom 270 are professional with some academic qualification ranging from the postgraduate degree (D.Sc. or Ph.D) to ONC or institutional award (Grad. I.Mech.E., ARIC or LIM). IRD would rank fifth or sixth in the list of United States institutions but is comparable in size with the Battelle organizations in Geneva and Frankfurt. Judged either by the standards of its technical publications or by the efforts made to wean staff away by attractive offers of alternative employment, the staff in sponsored research organizations compares favourably in quality with any to be found in other research and development organizations. IRD has 130,000 sq. feet of modern laboratory space in buildings of diverse architecture, attractive but functional, fully serviced and capable of modification to meet changing technical demands. As to services, IRD can provide 13 MW of electrical power and can call on large supplies of water and gas; it has machine shops fully equipped with general and special purpose precision tools operated by some 100 craftsmen and industrial skilled staff; and this facility is in turn supported by such advanced technical aids as inspection, calibration, model shops, electronic workshops, etc.

How the sponsored research organization works

All work undertaken for a sponsor is first discussed with the sponsor's nominated representatives and the problem analysed for technical content and approach. Before the work is entered into, a survey is made of the field of enquiry to establish background 'state of the art', the objectives of the research or development are defined as closely as possible, the techniques to be adopted for attaining the objectives detailed, and the initial research programme set out. From this preliminary examination and exchange of views, a time-scale and cost for the project is proposed. On agreement and signature of the contract, (including the commercial and non-technical terms), the work is entered into. During the period of the contract, the results at all stages are constantly exchanged with the sponsor; this gives the sponsor an early opportunity to introduce a finding into his line or product which might afford an immediate financial advantage and it permits the programme to be modified if the results obtained justify reconsideration of the original proposal. On this latter aspect, there is little point much less financial economy to be derived from pursuing programmes outmoded by new data or knowledge; in certain cases, contracts have been terminated on the recommendation of the organization well within the intended period of financial limit, when evidence has accumulated that there is little likelihood of a successful or useful conclusion being derived from further experiment! The sponsored research organization may not gain financially from this, but it has inspired the confidence of the sponsor in the objectivity of the organization.

The contract is concluded with a written report provided on completion of the project, and carrying appropriate recommendations. In a number of cases, advice may also be tendered on how to use the results effectively, either in the company's own works or through introductions to other industrial concerns who might benefit. Any patents deriving from the research are the sole property of the sponsor, advice being offered on what is worth patenting.

The Nelas gas laser



The successful co-operation of research organizations and industry is typified by this Nelas gas laser developed and manufactured by International Research & Development Co. Ltd., and Thermal Syndicate Ltd. Gas lasers, which emit continuous, coherent beams of monochromatic light or infra-red radiation, are expected to lead to significant advances in such fields as communications, metrology, spectroscopy and the general optlets. The illustration shows one of the scientists responsible for the development of the nelas lasers making final tests on a prototype. To the left is the power supply and in the background is part of the gas filling plant.

The prospects for success through sponsored research

Evidence that the sponsored research organizations in the United States have succeeded technically in both established and advanced fields of technology is plentiful. Will this success be reproduced in the United Kingdom? In the one organization of which the author can speak with authority and in the first year of its existence as a company, there have been several hits. The design, development and manufacture of superconducting magnets generating maximum field intensities up to 40,000 gauss in a volume 19 mm. diameter by 60 mm long has been achieved. In addition, insulated superconducting wire of the type used in these magnets has been produced by a fabrication route developed within IRD, yielding single lengths up to 4,000 feet and now commercially available. IRD has designed, developed and manufactured ruby and gas laser systems of a robustness, stability, control and power output which rank them high amongst comercial units; these lasers are being used for research in such diverse fields as communications, machining, spectroscopy and surgery. A photograph of a gas laser is shown. The company has invented a solid state material with a remarkable positive temperature coefficient of electrical resistance (up to 60 per cent per °C) which can be varied over a temperature range from ambient to 300°C, and can be used for industrial and domestic devices where temperature alarm and control systems are important; e.g. textile manufacture, for electric blankets, ovens, fire alarms, the motor industry, etc. IRD has applied silicon controlled rectification to the control of DC motors and to annunciator control and alarm systems and has designed and built specialist instrumentation and equipment for cryogenic and high temperature applications.

In the scientific field there have been advances in closed-cycle MHD power generation; plasma physics; the elucidation of the mechanism of graphite CO_2 oxidation (for nuclear applications); alloy studies of common metals (copper and aluminium) and of the refractory metals; the application of explosive forming and treatment as a method of altering the shape and structure of metals and alloys to give enhanced properties; studies of semiconductors (e.g. gallium arsenide) for advanced applications; super-

conductivity and electrical insulation breakdown in gases, liquids and solids.

The references so far have been to advance technologies but IRD also provides services in conventional and routine testing. For example, chemical analyses (organic and inorganic) are under taken generally with the most modern of physical instruments for this purpose (e.g. spectrometers, ultra-violet, infra-red, optical or mass, chromatography, etc. Structural analysis will be done by X-ray or electron diffraction. Mechanical tests can be made in simple tensile machines, creep machines (for high temperature materials or at very low temperatures for cryogenic applications), fatigue machines, under compression or in machines of special design. IRD also provides special materials not generally available; as for example, special superconducting alloys, refractory metals or ceramics, single crystals, etc. The design and manufacture of specialized equipment is undertaken for researches in other laboratories; as examples may be quoted specialized rigs for endurance testing of rubber vibration mountings, a full-scale test circuit for fuel elements in nuclear reactors, special test equipment for establishing the performance of clocks, and electronic instrumentation and control panels. This 'melange' which could be added to several times over is intended to give some idea of the range and diversity of the technical capabilities of IRD (including the different classes and disciplines of staff). It could, however, be equalled and in certain specialist matters such as the biological sciences it would be bettered by other industrial sponsored research organizations in the country.

The extent to which the technical successes of the sponsored research organizations can be converted into commercial success (and after all, this is the ultimate aim of all applied research) is much more difficult to estimate. Undoubtedly this cannot afford to be less than the commercial returns on research done within the Government or industry's own laboratories. It could well be expected to have to be higher since the support which the sponsored research organization can hope from the customer will depend more critically upon the financial benefits which the customer sees he has gained from outside his company than from inside. In the case of IRD, at least four of the developed items mentioned in previous paragraphs are now being introduced into factories for manufacture as marketable products by various firms in the electrical, glass and computing industries. Since these applications to industry have been achieved in something less than a year's operation as a sponsored research company, it may be argued that in this particular instance and over this period, the immediate return is higher than in applications deriving from the more conventional and established research and development organizations. Whether this pace can be maintained is another matter.

Conclusion

It would be idle to consider that for a complex relationship such as must exist between pure science through technology to manufacture in industry and marketing, a simple system of organization would suffice to meet the many needs in the diverse fields of industrial activity today. When further the explosive expansion of science-based industry is taken into account, changes in the structure of technical organization in this country are inevitable. Because of its special advantages and its close ties to industry, one such change must be the increasing use and development of the sponsored research organization. Perhaps there can be no better indication of this than the increasing sponsored work being undertaken by universities and Government establishments from industry.

THE PATENT OFFICE LIBRARY

'It is presumably common knowledge that we in London possess in the Patent Office Library one of the finest technical and scientific libraries in the world.' (*British Journal of Photography*, May 7, 1954).

And the news is still spreading. Visits to this national public reference library have increased from 80,000 *in* 1960 *to nearly* 120,000 *in* 1963. *Are your technical and scientific staff aware that they can come without formality between* 10 *a.m. and* 9 *p.m. Mondays to Fridays* (10 *a.m. to* 1 *p.m. Saturdays*) *and have free and immediate personal access to* 10 *miles of shelves? There they will find* 9,000 *current periodicals and* 100,000 *textbooks, in addition to the world-wide collection of patent specifications. They may also find useful the while-you-wait photocopy service at* 9*d. a page: the postal service has been speeded up, too. The Library is at Southampton Buildings, Chancery Lane, London, W.C.*2.

Britain sells nearly half of the world's exports of tractors

—Mr. Edward Heath

SPEAKING AT THE lunch of the Agricultural Engineers Association in London on April 22, Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, said that the application of engineering to agriculture had secured a rapid acceleration of economic growth. It had made a great contribution to the development of this country. Our agricultural engineers had also made an increasingly valuable contribution to our export trade.

Congratulating the industry on its export achievements, the Minister said that in 1963 exports were 20 per cent higher than in 1962 – and more than double their level in 1950. 'When I spoke last week in the Budget debate I quoted several examples to illustrate the remarkable achievements of British industry. One of the most striking, I thought, was the fact that Britain accounts for something approaching half of the world's exports of agricultural tractors. And there is plenty of other evidence of your efforts.'

Referring to the part which the agricultural engineering industry played in this country and in the world, the Minister said that remarkable changes had taken place in agriculture, especially since the war. Important work had been done in soil research, plant and animal disease, and cultivation methods generally, and great advances had been made in the mechanization of modern agriculture.

It is astonishing to think that the combine harvester, for example, was first used in this country as recently as 1928. In 1939 we had 150 of them in use – in 1963 some 60,000. Since then many other new machines have been introduced. Output per man in British farming is now about the highest in Europe. Our farming is one of the most highly mechanized in the world. Thanks to these advances in science and machinery, even though the total area of agricultural land has contracted, we are producing 75 per cent more food in this country than before the war.'

Such developments were not confined to this country. In North America and on the Continent of Europe agricultural productivity had increased and was still increasing rapidly. There was every indication that this would continue. Indeed it was estimated that in the United States agricultural productivity would go on rising more rapidly than industrial productivity. There was no doubt that growth in the industrialized countries meant expanding markets for the developing countries. It meant additional resources for investment, aid and technical assistance. And it worked both ways. If the developing countries could be helped to earn more by trade, they would not just save what they earned. They would spend it – and so long as Britain was competitive they would spend some of it with us. The vital need was not to look for different ways of sharing out the world's wealth or the world's trade – but to create more of each.

'But to an audience representing agricultural engineers I would only stress the opportunity which exists in many of these countries for the same leap forward in agricultural and agricultural productivity as has taken place in Europe and North America. Too many of these countries still depend too much on the production of single crops. In too many of them too many people are still doing little more than scratch a bare subsistence from the surface of the soil. The double problem of a vast population and lack of capital make the improvement of their agriculture very difficult. But if they are to find foreign exchange they need to import capital goods and to develop their industries, they must first equip themselves to feed from their own resources their rapidly growing populations. Your industry can help them in this.'

Mr. Heath to attend formal opening of 'Kennedy Round'

MR. EDWARD HEATH, Secretary of State for Industry, Trade and Regional Development, is to lead the United Kingdom delegation at the formal opening on May 4 at Geneva of the 'Kennedy Round' of multilateral trade negotiations in the GATT. The opening, which is expected to last two or three days, will be marked by a meeting at ministerial level of the Trade Negotiations Committee. This Committee was established last year to formulate negotiating rules for the 'Kennedy Round'.

New trading opportunities with Russia

MR. N. S. PATOLICHEV, Minister of Foreign Trade of the U.S.S.R., visited Britain from April 14 to 24 as guest of Her Majesty's Government. During his visit Mr. Patolichev discussed the development of Anglo-Soviet trade with Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development. It was agreed that during the term of the 1959 Agreement the trade between the two countries had expanded considerably and it was decided that the Agreement should be renewed for a further period of five years.

At the same time it was agreed that the necessary steps should be taken by the two sides to work towards a closer balance in the trade between the two countries. During his stay in Great Britain Mr. Patolichev was received by the Prime Minister. He also visited Scotland, Durham and the Midlands.

These discussions should open up new opportunities for increased British exports to the Soviet Union and any British manufacturer wishing to take advantage of these opportunities will receive every assistance from the Board of Trade and from the Commercial Department of the British Embassy in Moscow. Manufacturers interested in discussing possible arrangements are invited to get in touch with the Commercial Relations and Exports Department of the Board of Trade at 1 Victoria Street, London, S.W.1, or with the Regional Offices of the Board of Trade.

Mr. N. S. Patolichev (left), Soviet Minister of Foreign Trade, with Mr. Edward Heath (right), Secretary of State for Industry, Trade and Regional Development, when he called at the Board of Trade in London.

United Kingdom trade with Hungary

MEETINGS between representatives of the British and Hungarian Governments have taken place in London from April 2 about arrangements for trade between the two countries for the year ending January 26, 1965 and the necessary documents relating to the arrangements are to be signed in Budapest in about three week's time when details will be published. It has been agreed, in order to enable trade to continue in the meantime to renew the 1963/64 quotas pro rata for a further three months pending signature of the arrangements.

Mr. N. S. Patolichev (third left), Soviet Minister of Foreign Trade, with Mr. David Price (left), Parliamentary Secretary, Board of Trade; and Mr. G. W. Harriman (third right), chairman and managing director of the British Motor Corporation, when he visited the BMC works at Longridge, Birmingham.

Lord Drumalbyn opens New Product Centre

OPENING a new centre designed to act as an international information bureau on new products and processes, and offering a referral service on diversification and manufacturing under licence, at 26 Grosvenor Gardens, London, S.W.1, on April 28, Lord Drumalbyn, Minister of State, Board of Trade, said: 'The service which this centre will give should make a valuable contribution towards keeping specialists in touch. Technological research is not one of my activities, but I know that often those engaged in the practical application of research are held up by problems the answer to which has already been found. This service may bring the solution to their notice.'

Continuing, the Minister of State said that there were many ingenious people who had not the means or the commercial and industrial know-how to market their own inventions. There were many companies who would willingly add a new product to their list. This service might help to bring the two together – to marry them to the advantage of both parties, as marriage should be.

'What is entirely novel about the centre is that it will be the first in this country to have a permanent exhibition of new inventions of all kinds which subscribers wish to show. I would congratulate the centre on this initiative. I have no doubt that not only to read about but to see the actual "hardware" will be a great help to your clients. It is a commonplace that any nation that aspires to keep in the forefront of progress must constantly be renovating and innovating. The centre should not only assist those seeking new fields for development to decide what to develop and how to develop it; it should enable British industry to take advantage of new ideas and new inventions that might otherwise remain unused and undeveloped.'

The New Product Centre is sponsored by Industrial Opportunities Ltd., and has the backing of Technical Development Capital Ltd., under the chairmanship of Sir John Benn.

Industrial Training Act guide

THE DUTIES and powers of Industrial Training Boards to be set up under the Industrial Training Act are outlined in a guide which has been published by the Ministry of Labour. The guide, which deals with the scope and objectives of the Act, is being distributed free to all main employers, organizations and trade unions and other interested bodies. Copies of the guide can be obtained from any Regional office of the Ministry of Labour or any Employment Exchange.

The future of EFTA

THE FUTURE of EFTA and its role in Europe was the subject of a speech by Mr. Edward du Cann, Minister of State, Board of Trade, at a luncheon of the International EFTA Action Committee at St. Ermin's Hotel, London, by the United Kingdom Council of the European Movement, on April 27.

The Minister said: 'It is sometimes difficult to remember that EFTA has only been in existence for four short years. During that time duties on EFTA goods have been more than halved, and by the end of 1966 – with only minor exceptions – they will have disappeared entirely. Great strides have been made towards the elimination of quantitative restrictions. We have been able to agree on a timetable for removing remaining restrictions far more swiftly than was originally contemplated.

'This progress has been achieved smoothly – much more smoothly and more quickly than the sceptics thought possible. Our system for certifying the origin of EFTA goods has worked remarkably well, and the precautionary arrangements for dealing with deflections of trade have scarcely been tested. There has been practically no recourse to the complaints procedure. Such difficulties as have arisen have been settled promptly and amicably.

'The test of EFTA's success must ultimately lie in the extent to which our trade expands. In the four years since the establishment of the Association, EFTA members' exports to one another have risen by 51 per cent. The proportion of their trade which they do with one another has also risen. For us in the United Kingdom, our exports to EFTA countries over the period 1959-63 have risen from £398 million to £571 million, that is by 44 per cent. Our total exports have risen by 22 per cent. Exports from the United Kingdom to the EFTA countries amount to almost 14 per cent of our total exports.'

The Minister went on to say that we were not, however, resting on our laurels. The Association's activities continued to develop. This year they were holding the first annual agricultural review. The important work that started last year after the breakdown of the Brussels negotiations on reviewing the main provisions of the Convention, particularly those dealing with the rules of competition, had continued. With the abolition of direct barriers to trade they were directing more attention to other measures that might hamper trade, the relevance of which was all the greater as tariffs were lowered or disappeared. They were seriously considering at the moment, for example, whether the EFTA rules for dealing with restrictive business practices and rights of establishment needed to be strengthened. At the last ministerial meeting in Geneva in February they agreed that they must devote particular attention to industrial standardization, and supported fully the work of international standards organizations.

'Another field in which EFTA has undertaken new responsibilities is that of fostering economic development in member states. We have set up an Economic Development Committee, to which we hope members will bring specific projects in this field for advice and discussion. Our aim, wherever possible, will be to encourage direct contact between industries in EFTA countries so that firms in the more advanced countries can be encouraged to partake in such development projects.

'Naturally we must always consider what more can be done to strengthen EFTA and increase its impact. Expansion must be based on the firm foundation of trading advantages, and our main task must be to encourage both importers and exporters to take full advantage of their substantial opportunities in EFTA. At the same time we recognize that EFTA's impact on the public at large has been limited. To some extent this lack of public debate may be explained by the very smoothness and efficiency of EFTA's operation. There have been no occasions for banner headlines dramatizing conflicts between different countries' interests.

'We have tried to contribute to a solution of this problem by setting up an EFTA Information Centre in the Board of Trade. It is getting many inquiries, and there promises to be a brisk demand for the quarterly digest – "EFTA Activities" – which it is issuing. I know that greater publicity for EFTA is one of the subjects your own organization has in mind, and we shall be very interested in due course to hear your views on this topic.

'But EFTA countries must not be entirely taken up with our internal affairs. As one of the main trading groups in the world we must be vitally concerned with our relations with the outside world. At the moment the two great events we face in the field of international commercial policy are the United Nations Trade Conference and the forthcoming Kennedy Round.'

It was too soon to predict what might emerge from the work of the United Nations Trade and Development Conference, continued the Minister. In their contributions to the debate, all EFTA members had shown their awareness of the responsibilities of the developed countries in this field. He hoped that they could find sufficient common ground in the detailed discussions which were now taking place in the conference to enable them to put forward agreed practical solutions to the pressing problems of developing countries.

All EFTA countries had jointly pledged their full commitment to the success of the Kennedy Round and to making the maximum contribution to the projected linear tariff cuts. Their aim was to ensure that EFTA countries were seen to be working together through liberal trading policies, for the maximum development of world trade. They also had a pressing interest in reducing barriers to trade with Europe. The Kennedy Round offered an exceptional opportunity to achieve these ends.

'This brings me to the vital question of EFTA's role in Europe and particularly on our relations with the EEC. All EFTA countries have stressed repeatedly that our long-term aim remains the single wider European grouping. Nothing has happened recently to detract from this aim. We recognize that it cannot be achieved in the immediate future. For the moment we must strengthen our own ties and see that nothing is done to make the final solution more difficult. We must also make every effort to ensure that each group fully understands the policies and thinking of the other. Over the last year individual members of the EFTA have strengthened their bilateral contacts both with the governments of the Six and with the Brussels Commission. We in the United Kingdom have developed WEU as a forum for direct consultation with the EEC at ministerial level. Informal contacts have been established between the EFTA Secretariat and the Commission, and we hope that these will prove productive.

'There are, of course, limits to the extent to which EFTA can speak as a bloc in discussion with the EEC. We must not forget that EFTA is a free trade area, not a fully integrated customs union. We have deliberately chosen this flexible form of organization, with a small Secretariat. However similar our aims, each individual member retains responsibility for its commercial relations with third countries. This is not an insuperable obstacle. The goodwill and readiness to co-operate are there on the EFTA side; we hope – though I must admit that our own experience has not been encouraging – that they will be matched by the EEC.

'To sum up, we in EFTA have succeeded in reducing tariffs between member countries without raising them against the rest of the world. But this is not enough. We want to see this process carried further, so that impediments to the free flow of goods are removed over the widest possible area. We want to see a single market in Europe, and the world-wide reduction of trade barriers. If others are ready to co-operate with us, you may be sure that EFTA will play its full part in achieving these aims.'

South Wales firm's example of modernization and export record

— Mr. Edward Heath

'AN AVERAGE growth rate of 13 per cent a year in export sales over the past few years is an impressive record. But what is in the forefront of our minds today is that you have achieved this record in what was when you came here an area of high unemployment. When you arrived in 1939, your company was only six years old, and Cwmbran was a town of 10,000 people whose unemployment rate was in the neighbourhood of 30 per cent. Your fortunes and Cwmbran's have risen together.' Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, said this when he spoke at a luncheon to mark the 25th anniversary of the establishment of Saunders Valve Co. Ltd., at Cwmbran, Monmouthshire.

Continuing, the Secretary of State said that the experience of the Saunders Valve company was an excellent illustration of the three responsibilities of his office – the modernization of industry, the expansion of exports and the development of the regions. 'You

have set an example in all three fields – a modern industry, an outstanding good exporter, and you were one of the first to move to an area of heavy unemployment.'

Referring to the company's exports, he said that they exported 60 per cent of their output to some of the most industrially advanced and competitive markets in the world. Two thirds of the firm's exports went to Europe. The labour force was five times bigger than it was in 1939, and the value of their output was 35 times the original capacity of the factory. 'We think that our policy of providing inducements to businessmen to move to development areas has a sound economic basis. Of course we do not want firms to go to districts where they cannot operate economically, there would be no benefit in that. But we do think that by economic incentives we can give the development districts the chance to realise their full economic potential.'

Welcoming the guests, Mr. P. T. Stephens, chairman of the company, said that the company's move to Cwmbran 25 years ago was under the pioneer arrangements of that day for the establishment of a new industry in a depressed area.

It was well known that Saunders Valve Company had never lagged behind in export sales. Consistently they had exported about 50 per cent of the output from the Cwmbran factory.

'In the last twelve months not only have we exported about £2½ million worth of valves from Cwmbran – a record – but the percentage of exports has also been the highest we have ever achieved. Our export orders and deliveries were in March both at record levels, and this trend has continued in April.'

Continuing, Mr. Stephens said that these exports were well spread throughout the world. Europe in general, and the countries of the European Economic Community in particular, were their best markets. Europe as a whole accounted for over 40 per cent of the output from the factory, 30 per cent went to the Common Market, where they had in addition large local production by licensees in Germany and from their own subsidiary company at Leeuwarden in the Netherlands.

In an exhibition room designed to feature some of the company's products was listed 107 overseas countries to which the firm exports.

Rayon expansion in Northern Ireland

COURTAULDS LIMITED have announced that an extension is to be made to their factory at Carrickfergus, Co. Antrim (where 1,250 workers produce rayon) which will provide extra capacity of 25 million lb. of staple fibre and tow a year, mostly for the expanding market in Northern Ireland. The extension will increase employment in Carrickfergus by more than 150 men. The addition of staple fibre and tow to continuous filament textile and tyre yarns means that the Carrickfergus factory will produce the full range of rayon fibres.

Courtaulds are to begin construction at once of additional buildings on their 275-acre site at Carrickfergus and the production of staple fibre and tow is expected to start in about 18 months. Sir Dallas Bernard, chairman of Courtaulds, commenting on the extension, said: 'We have been very pleased with the progress of our Ulster plant, which works non-stop round the clock throughout the year, and the addition of rayon staple and tow reinforces Northern Ireland's impressive array of man-made products for the textile industry.'

Industrial safety study conference

THREE PAPERS which will be studied at the National Industrial Safety Study Conference to be held in Scarborough from May 7 to 9 are 'Method study as an aid to accident prevention', 'Measuring safety performance', and 'Convincing the individual'. On the final day a paper on 'Industrial safety from the workers' point of view' will be given.

Spanish trade mission follows Barcelona Fair success

AS A follow-up to the recent successful British industrial trade fair in Barcelona (April 1-12) a party of five representatives of the Spanish Ministry of Public Works and ten representatives of major Spanish construction firms were flown to Britain on April 26 to inspect British equipment used in the constructional industries.

The mission is sponsored by the Export Council for Europe and has been organized with its co-operation by the Federation of Manufacturers of Construction Equipment. Because of the size of the mission and the wide area covered in United Kingdom the party is being divided into two groups which will make separate tours, accompanied by escorts and interpreters.

Twenty British firms will be visited including manufacturers of earth moving equipment, excavators, dredges, pumps, earth boring and steel piling equipment, compressors and pneumatic tools, road rollers, tractors, dumpers, and concrete and asphalt plant. The mission leaves on May 9.

Birmingham mission to Finland and Denmark

A PARTY of Birmingham businessmen, members of the Birmingham Chamber of Commerce selling mission, left on April 26 for Finland and Denmark. The mission is led by Mr. Charles L. Cadbury, director of Cadbury Bros. Ltd., and a Council member of the Birmingham Chamber. The deputy leader of the mission is Mr. S. Dawson Collins, chairman of C. H. Collins and Sons Ltd. The mission is to spend four days in Finland and a day in Copenhagen on their way back to the United Kingdom.

The proposal for the visit to Finland arose out of the recent 'Finnish Fortnight' in Birmingham. When he visited the Chamber of Commerce during the 'Fortnight', Mr. Olavi Mattila, the Finnish Minister of Trade and Industry, invited the Birmingham Chamber of Commerce to send a selling mission to his country. During the stay in Helsinki the leader and secretary of the mission will be meeting Mr. Mattila and leading members of Finnish industry.

ASSISTANCE FOR THE DEVELOPMENT DISTRICTS

The Government offer substantial financial and fiscal inducements to businesses to set up new projects, or to expand existing undertakings, in the development districts. These inducements include loans, grants and favourable terms for renting Government-owned factories, and a taxation concession known as 'free depreciation'.

The full range of the inducements is set out in two Government publications. 'Expanding Industry' explains the assistance available under the Local Employment Acts, 1960 and 1963. The leaflet 'Income Tax Allowances for Capital Expenditure on Machinery or Plant' (No. 430 (1963)), explains the scheme for free depreciation.

The Board of Trade have now published a further pamphlet 'What Standard Grants and Free Depreciation can mean to You'. This new pamphlet complements the two existing publications and is designed to help businessmen to understand how the standard grants and free depreciation can work out in practice, and how they combine to make a significant contribution towards meeting the cost of investing in a new project, or expansion, in the development districts.

Copies of these three publications are available free of charge at the Distribution of Industry Division, Board of Trade, 1 Victoria Street, London, S.W.1, and at Board of Trade Regional Offices throughout the country.

ELEPHANTIDE (REGD.)
INSULATING PRESSBOARD
for all Oil Immersed Electrical Apparatus such as
TRANSFORMERS, SWITCHGEAR, etc.
Also PRESS PAPERS FOR CLOTH FINISHING
B. S. & W. WHITELEY, LTD., POOL-IN-WHARFEDALE, YORKSHIRE.
Telephones: ARTHINGTON 2121 • TELEX. 53103 • Grams: WHITELEY. POOL-IN-WHARFEDALE

A policy for balanced national development

A POLICY for balanced national development was expounded by Mr. David Price, Parliamentary Secretary, Board of Trade at the opening of a two-day conference of the Federal Trust for Education and Research at the Connaught Rooms, London on April 28.

In the course of his speech he said that regional development was not limited to helping particular regions. It was designed to promote balanced growth and an improvement wherever needful of the general quality of life throughout the country. We must get the proper required balance if prosperity was to be nationwide. 'Furthermore,' he continued, 'if we are to maintain steady and consistent growth at as nearly to 100 per cent of capacity as possible, we must ensure that no region of the country is economically under-utilized. Therefore we must ensure that the fullest possible use is made of the whole nation's resources. Balanced national development is therefore in the interests of not only the less favoured regions of the country but of the country as a whole'.

Imports of butter

THE BOARD OF TRADE announced on April 28 that after consideration of the estimates of the availability of butter by supplying countries, they have agreed to authorize imports from a number of countries during May and June in excess of their basic quotas. Inquiries should be directed to the Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1, Tel.: Abbey 7877, Ext. 2468.

Anti-dumping application on vinyl acetate monomer

THE BOARD OF TRADE give notice that they are considering an application for the imposition under the Customs Duties (Dumping and Subsidies) Act, 1957, of anti-dumping duties on vinyl acetate monomer imported from France, the Federal Republic of Germany, Italy, and the Netherlands.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing not later than May 15, 1964. A statement of the applicants' case will be made available to interested parties who wish to make representations in the matter and who give an undertaking to treat the information contained in the statement in confidence and to allow their comments to be passed to the applicants for reply. Requests for a statement of the case, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, Room 557, 1 Victoria Street, London, S.W.1.

Applications for drawback of duty on re-exported dried salted split fish

THE BOARD OF TRADE give notice that they are considering an application for the allowance of drawback of duty on dried, salted, split fish, imported for sorting, grading and re-packing for export.

Any interested party wishing to support or oppose this application should do so, in writing, to the Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, not later than May 19, 1964.

Application for removal of duty on linseed oil

THE BOARD OF TRADE give notice that they are considering an application for the removal of the import duty on linseed oil classified to Chapter 15.07 of the Tariff: 'Fixed vegetable oils, fluid or solid, crude refined or purified; (C) linseed oil.'

A statement of the applicant's case will be made available to interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, 1, Victoria Street, London, S.W.1, not later than May 15, 1964.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a trade association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by May 15, 1964.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.15	Dimethyl malonate	As in previous column	December 31, 1964	6478
29.22	*N*-Ethyldi-(3-phenylpropyl) amine dihydrogen citrate.	Phenpropamine	December 31, 1964	6462
73.23	Cylindrical steel canisters of a kind used for the bulk conveyance of carbonated beverages under pressure, having a height of 23¼ inches and diameters of 8⅝ inches or 9½ inches, and having a capacity of either 660 fluid ounces or 750 fluid ounces.	Stainless steel canisters	December 31, 1964	7814

Note: The application advertised in the *Board of Trade Journal* dated April 3, 1964, as 'Dodecachloropentacyclo-[5:1:1:1 :0 :0 3:5 4:9 8:10]decane has been amended in definition as follows:

29.02	Dodecachloropentacyclo [5 : 2 : 1 : 0 : 0 : 0 2:6 3:9 5:8] decane.	Dechlorane	December 31, 1964	6378

Imports of antiques from Hong Kong

THE COMMISSIONERS of Customs and Excise announce that any claim for exemption from duty and purchase tax in respect of goods imported from Hong Kong, on the ground that the goods were manufactured or produced more than one hundred years before the date of importation, must be supported by a certificate from an officer of the Department of Commerce and Industry, Hong Kong, attesting that a declaration has been made to him by the Hong Kong exporter as to the antiquity of the goods. This official certificate is additional to the declaration presently required from the importer that, to the best of his knowledge and belief, the goods were manufactured or produced more than one hundred years before the date of importation. Claims not supported by the necessary certificate by the Department of Commerce and Industry will not be accepted.

The above-mentioned requirements will apply to goods despatched from Hong Kong on or after May 18, 1964.

Customs examination of wines and spirits in special containers

THE COMMISSIONERS of Customs and Excise announced on April 23 a forthcoming change in the arrangements for the examination of wines and spirits which arrive in the United Kingdom packed in secure lift-van containers or vehicles. When operative, this will allow consignments intended for warehousing to be removed from the place of landing and for the Customs landing account to be taken elsewhere.

This may take place only at bonded warehouses approved for this purpose, either within the port of importation or at another place. Applications for approval will be considered only in respect of bonded warehouses already approved for use by traders generally for the deposit of wines and spirits, which the Com-

(Continued at foot of next page)

New Books

The international payments system

IN THE SECOND edition of Fritz Machlup's **Plans for Reform of the International Monetary System,** the author says that 'new plans, or new variants of old plans, for reform of the international monetary system are being spawned at an extraordinary rate'; and in bringing his account of current plans and proposals up to date he had had to take account, among other things, of 37 new publications of this kind since 1962. The relevance of the problems of liquidity and foreign exchange to practical dealings in overseas markets is well enough known to traders and to businessmen generally; and the effects of any deficiences in the present systems on the balance of payments, and on the movement of reserves relative to the growth of foreign trade, are matters which have some importance as factors in any broad policy-making for foreign and overseas operations. Thus, the large number of proposals for reform which have created attention in the recent past are something of a pointer to the urgency felt in many quarters of the need for improving the international system for the sake of short-term transactions in overseas markets, as well as for the long-term benefits to national economies. Many of these proposals are named after their originators, and one of the useful features of this 90-page booklet is that it both identifies and provides a handy chart to the relationships between, for example, the 'Bernstein Plan' and the 'Jacobsson Plan', the 'Keynes' and 'Triffin' plans, and the 'Zolotas' and Posthuma' plans, as well as providing full references to the texts of the published proposals which have been so named, and clear explanations of their contents and significance. The work is no. 3 of *Special Papers in International Economics* and copies are obtainable at $1 each from the International Finance Section, Department of Economics, Princeton University, Princeton, New Jersey, United States.

Readers who wish to acquaint themselves more fully with the salient features of the background against which the recent proposals for reform of the international payments system are to be viewed, will find a useful account of recent monetary history in G. L. Rees' **Britain and the postwar European Payments Systems** (291 pages. Cardiff, University of Wales Press, 42s.). This gives an account of the period of European co-operation which began with the Marshall plan and ended with the disbandment of the European Payments Union in 1958. It deals particularly with British financial policy in relation to the European Monetary Agreement, and in a final chapter provides an analysis of the world payments problems which have emerged since the declaration of convertibility of sterling and of other major European currencies. The book, which includes a number of tables and charts and has a brief index, is addressed primarily to the specialist in economic fields.

'The Treasury is rather an office of superintendence and appeal than an office of administration'. These words from a Memorandum on the Duties and Organization of the Treasury, dated 1879, introduce the latest in the *New Whitehall Series* of authoritative descriptions of the present work of the major British government departments. **The Treasury** (248 pages. Allen & Unwin, 30s.) is by Lord Bridges, a former Permanent Secretary to the Treasury. In order to explain the far wider range of duties performed by the Treasury than by Finance Ministries of other countries', the author has traced the historical evolution of the Department in some detail from its beginnings in 1688. The book deals in turn with each of the main groups of functions handled in the Treasury – control of expenditure, home finance, overseas finance, co-ordination of economic policy, and control and management of the Civil Service. These chapters describe both the theory and the practice of the day-to-day work in the appropriate divisions of the Treasury. The final section of the book deals with the Treasury seen as a whole, and discusses the overall organization of the Department, its Ministers and senior staff. It includes a chapter on the Budget.

In **Statistics of National Accounts, 1950-1961** (282 pages), issued by the Organisation for Economic Co-operation and Development, the various facets of the national account statistics of the twenty member nations are brought together as comprehensibly as possible. Comparability between the statistics of each country in respect of expenditure, income and output is achieved by means of adjustments based on the definitions of the OEEC 1958 *Standardised System of National Accounts* (available from HM Stationery Office at 6s. 6d., by post 7s.). Statistical data of individual nations is given to provide a summary reference for making inter-country comparisons as well as totals for OECD countries, EEC countries and EFTA countries. The final section of the book provides documentation for the individual country data, indicating the sources used and the adjustments made to increase comparability. Copies: 20s., by post 21s. 6d., from H.M. Stationery Office and Government Bookshops.

A new pamphlet in the Research Institute for Consumer Affairs' series of *Essays and Enquiries* is entitled **British Co-operatives, a Consumers' Movement** (38 pages). It follows the usual pattern of the Institute's inquiries into goods and services in relation to consumers' needs, and raises two major issues. Can the co-operative movement satisfy consumer needs under modern conditions? Does it offer an effective channel for consumer influence and control over the production and retailing of consumer goods and services? The Institute does not pass any judgments on these issues, but it examines those aspects of co-operative trading which are relevant to them, describes the situation as it has existed in the past and as it is today, and finally gives a brief review of prospects for the future. An appendix contains figures showing the size of the co-operative share of the national retail trade, and a short reading list for further reference. Copies: 4s., from the Research Institute for Consumer Affairs, 27 John Adam Street, London, W.C.2.

'None of us can be content with a world in which the rich nations become richer and the poor nations stay poor. This is not the way to peace'. These words are emblazoned on the cover of a 36-page report published this week by the Treasury and the Central Office of Information. This illustrated booklet, **British Aid to Developing Countries,** by Dudley Barker, sets out to show exactly what the British Government is doing to assist the development of the less advanced countries, both those in the Commonwealth and those outside it. It is based on a White Paper, *Aid to Developing Countries* (Cmnd. 2147, 3s., H.M. Stationery Office) published last year. The White Paper, however, was largely statistical and intended for the specialist; the present booklet is written for the general public and presents a picture of the task to be done, and the means being adopted to meet the varying needs of the developing countries. Copies: H.M. Stationery Office and Government bookshops, 1s. 6d., by post 1s. 10d.

Other publications

THE AEROPLANE DIRECTORY OF BRITISH AVIATION INCORPORATING WHO'S WHO IN BRITISH AVIATION, 1964. 574 pages. Temple Press Books, 42s.

MARKETING AND NATIONAL PRODUCTIVITY: REPORT OF A STUDY GROUP. 35 pages. The Marketing Society, c/o 33 Dover Street, London W.1. 12s. 6d.

MEAT: A REVIEW OF PRODUCTION, TRADE, CONSUMPTION AND PRICES, 1964. Commonwealth Economic Committee. 147 pages. H. M. Stationery Office 7s. 6d. by post 8s. 6d. VALUES AND MEASURES OF THE WORLD, 1964. 28 pages. Swiss Bank Corporation, 40 Coleman Street, London E.C.2. Free.

THE LAW OF INCOME TAX, SURTAX AND PROFITS TAX. FIRST SUPPLEMENT to January 1, 1964. By G. S. A. Wheatcroft. Sweet & Maxwell. 12s. 6d.

CUSTOMS EXAMINATION, continued

missioners are satisfied have suitable accommodation and facilities for taking import accounts.

The containers or vehicles in which the wines and spirits are imported must have loading compartments of a minimum size of 300 cubic feet (external) which are securely constructed of plates, boards or panels and have provisions for locking, so that it is impossible to obtain access to the contents without causing obvious damage to the structure or fastenings. The load must consist of wines and spirits entered for deposit in one warehouse only.

As and when warehouses are approved for this purpose, this will be indicated by suitable amendments to the List of Bonded Warehouses. Importers and their agents should understand that the new procedure cannot be brought into effect until such approvals have been granted.

These arrangements modify the procedure described in paragraphs 1.136 and 1.137 of the Customs and Excise Warehousing Manual.* Bonded warehouse proprietors who wish for further information should consult local Officers of Customs and Excise.

Note:

This concession follows on the growth of traffic of this nature and reflects the Department's policy of adapting Customs procedures, where appropriate to do so, to meet changing patterns of trade.

* H.M. Stationery Office. Price 15s., by post 16s. 4d.

Parliamentary Answers

TUESDAY, APRIL 21

Development in the NE

Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, was asked what was, for the North-east Region as a whole, and for north-eastern development districts, the number of approvals for the building of factories and extensions granted in the year ended March 31, 1964, the area covered by them and the estimated additional employment which resulted. In reply Mr. David Price, Parliamentary Secretary Board of Trade gave the following figures:

Industrial development certificates issued in the year ended March 31, 1964

	Number of Schemes	Area ('000s sq. ft.)	Estimated Additional Employment
North East*	145	4,719	15,035
Development districts (included above)	131	4,479	13,910

*The Counties of Northumberland, Durham and the North Riding of Yorkshire.

In reply to a further question concerning the number of applications for plant and machinery grants received from north-eastern development districts; how many were approved; how many were rejected; and what was the total amount granted, Mr. Edward du Cann, Minister of State Board of Trade said: 'In the year ended March 31, 350 applications for plant and machinery grants were received from North-eastern development districts; of these 202 were approved and 26 rejected or withdrawn. Offers were made of grants estimated at £730,000.'

LEA training grants

Asked what proportion of expenditure under the Local Employment Act had been allocated for the purpose of helping firms expanding in development districts with the cost of training new skills, the Parliamentary Secretary said that grants in respect of exceptional expenditure, including additional training costs, incurred by firms establishing themselves in development districts could be made under Section 4 of the Local Employment Act 1960. Grants offered to date accounted for 9 per cent of the total assistance offered under that Section. As the grants were not appropriated to specific items of expenditure he could not say how much had been allocated for the cost of training. In reply to a further question on what steps had been taken since 1960 to encourage applications from firms expanding in development districts for assistance with additional training costs, he said that frequent publicity was given to the various kinds of assistance available under the Local Employment Acts, including grants under section 4 which might be made in respect of additional training costs. 'My Regional Officers work in close co-operation with the Ministry of Labour Regional Officers in assisting firms to establish themselves or expand in development districts and wherever appropriate the training facilities available are pointed out to such firms.'

WEDNESDAY, APRIL 22

Development grants in the North-east

In reply to a question about building grants in the North-east the Minister of State said that in the year ended March 31, 1964, 317 applications for building grants were received from North-eastern development districts; of these 218 were approved and 21 rejected or withdrawn. Offers were made of grants estimated at £942,500. In reply to a further question, Mr. David Price, Parliamentary Secretary, Board of Trade, said that during the year ended March 31, 1964, 92 applications were received for grants and loans under Section 4 of the Local Employment Act, 1960, for projects in North-eastern development districts; 10 of these were later withdrawn. During the year 31 applications were approved and 23 rejected. The total assistance offered under the Section for these districts during the year was £7,079,100.

Building and machinery grants

Asked what was the average time of consideration of an application for building or machinery grants, the Parliamentary Secretary said that for a machinery grant the average time taken was about six weeks. For a building grant the average was 8 to 9 weeks.

Improvements in BOTAC

Asked what improvements had been effected in the Board of Trade Advisory Committee procedure in the past year, the Parliamentary Secretary said that the Advisory Committee kept their procedures under constant review. They fully appreciated the need to process applications as quickly as was consistent with the proper discharge of their functions under the Act. During the past year they had introduced a number of changes to this end. In particular, the Committee had revised and simplified the initial questionnaire sent out to applicants for assistance.

THURSDAY, APRIL 23

The Insurance Act 1958

The Secretary of State was asked whether he was aware that discriminatory practices existed among some insurance companies against non-European and other minority groups; and whether, in order to ensure that all insured persons paid premiums based upon genuine commercial risk and actuarial assessments, he would seek to amend the Insurance Act, 1958, so as to provide that no insurance company may conduct business if it refused insurance cover or required extra premiums solely because of the race of a party seeking to be insured. Also whether he was aware that immigrants, non-European people, and persons whose parents were born abroad were encountering difficulties in obtaining motor insurance cover at reasonable rates; and whether, with a view to introducing legislation to relieve hardship, he would conduct an inquiry into the underwriting practices of insurance companies relating to such minority groups. In reply the Parliamentary Secretary said that the Secretary of State had made inquiries and was assured that all premiums were fixed on the basis of genuine commercial risk and, where appropriate, actuarial assessment. In these circumstances, he did not propose to amend the Insurance Companies Act or to conduct an inquiry.

Mr. Heath's visit to Scotland

The Secretary of State was asked to make a statement on his recent visit to Scotland. In reply he said: 'I visited Scotland on April 17 and 18 and had useful djscussions with the Scottish Board for Industry, the Scottish Trades Union Congress, and the Scottish Council of the Federation of British Industries. I also met deputations from the Stranraer Town Council and the Eastern Borders Development Association, and visited the Hawick factory of Pringles of Scotland.

'Among the subjects I discussed were the progress made in implementing our programme for Central Scotland, the studies of other areas of Scotland which we have in hand, and the bearing which the South-east Study has on our intentions towards Scotland. My general impression was that, despite problems, there were encouraging signs of continuing improvement in Scotland.'

British proposals at UN Trade Conference

Asked what proposals were being put forward by the British delegation to the United Nations Conference on Trade and Development to ensure that after the end of the Conference there was continuing consultation on the matters being discussed there, the Secretary of State said that HM Government considered that the General Agreement on Tariffs and Trade would continue to be the most effective instrument for dealing with international trade problems. They recognised, however, that new arrangements might be needed for consultation on some of the matters under discussion at the Conference. The United Kingdom Delegation had stated that we would favour the settling up of a Standing Committee in the United Nations for this purpose.

Japanese fair promotion

The Secretary of State was asked if he was aware that the Japanese were sending a fair ship to a large number of countries for the purpose of displaying and promoting Japanese products and technology; and if, in order to maintain the competitive position of the United Kingdom, he would arrange for a similar ship to display British goods. In reply he said: 'No, Sir. The view of my Exhibitions Advisory Committee, with which I agree, is that floating fairs are not worth the heavy expense they involve, and that industry prefers to participate in established trade fairs on land.'

Regional industrial development

A number of questions were asked concerning industrial development plans, issues of Industrial Development Certificates and the expansion of industry in Scotland, the North-east, and Wales, the answers to which are to be found in Hansard.

FRIDAY, APRIL 24

Trading stamps

The Trading Stamps Bill was read the Third time on April 24 (see *Hansard*, April 24, 1964, columns 1758 to 1794).

MONDAY, APRIL 27

British exhibitions in Peking

The Secretary of State was asked if he would give a list of the firms to which his department was giving assistance or support in respect of the British exhibitions to be held in Peking in June and November 1964 sponsored by the British Council for the Promotion of International Trade and the Sino-British Trade Council, respectively.

He replied: 'The Board of Trade is providing no financial assistance to individual exhibitors in either exhibition. As I explained on March 24, our Charge d'Affaires in Peking has been instructed to give individual exhibitors at the June exhibition the support and help they need, but I have no record of which firms have sought his help. He will of course be prepared similarly to help exhibitors at the November exhibition.'

Modern factories available in the North-east

THE INDUSTRIAL Estates Management Corporation for England is building a number of factories in advance of requirements in 'development districts'. Several have already been let or sold (e.g. to Wilkinson Sword & Cook Ltd., Meridian Ltd., Reed Corrugated Cases Ltd., Crane Ltd., Bradshaw & Cook Ltd.). Firm inquiries have been received for four others. Two more of 26,470 sq. ft. and 10,000 sq. ft. respectively, are available for immediate occupation and the building of a further two 26,470 sq. ft. and 51,171 sq. ft. respectively has started. Brief specifications follow:

10,000 square feet Units

(with 2,000 sq. ft. of additional storage)

Single storey production area of 8,000 sq. ft. The roof is of patent metal decking with continuous roof lights. The office and ancillary area has, at ground floor, an area of 2,000 sq. ft. and a further area of 2,000 sq. ft. suitable for storage or additional offices at first floor level. Clear height of 14ft. 6in. to 17ft. 0in. is allowed over the production area. Space heating is provided by oil fired warm air heaters. Services into factory – Electricity 100 K.V.A. Gas, 1,000 cu. ft. per hour. Water 3,000 gallons per day.

26,470 square feet Units

There is a single storey production area of 21,000 sq. ft. with a clear working height of 17ft. to 18ft. 6in. The roof is of steel decking with lantern lights and ventilators over. Allowance is made for the support of two 10 ton cranes. The single storey office block has an area of 2,500 sq. ft. Ancillary buildings, including boiler and transformer houses, store, time office, male and female toilets, switch, first-aid, rest, cloak and tea rooms, have a total area of 3,180 sq. ft. Heating is supplied by L.P. hot water through unit heaters and convectors. Services into factory – Electricity 200 K.V.A. Gas 1,500 cu. ft. per hour. Water 8,000 gallons per day.

51,171 square feet Units

There is a single storey production area of 42,000 sq. ft. with a clear working height of 17ft. to 18ft. 6ins. The roof is of steel decking with lantern lights and ventilators over. Allowance is made for the support of four 10 ton cranes. The two storey office block has an area of 4,410 sq. ft. Ancillary buildings, including boiler and transformer houses, store, time office, male and female toilets, switch, first-aid, cloak and tea rooms, have a total area of 3,930 sq. ft. Heating is supplied by medium pressure hot water through unit heaters and convectors. Services into factory – Electricity 400 K.V.A. Gas 2,000 cu. ft. per hour. Water 15,000 gallons per day.

Sunderland, Co. Durham A 26,470 sq. ft. Unit on an individual site is available for immediate occupation.

Ryton, Co. Durham. (5 miles West of Newcastle upon Tyne). A 26,470 sq. ft. Unit is under construction on an individual site. Completion is scheduled for early 1965.

Shildon, Co. Durham. (7 miles from Darlington). A 10,000 sq. ft. Unit (with 2,000 sq. ft. of additional storage) on an industrial Estate is available for immediate occupation.

Chester-le-Street, Co. Durham. (On the A.1. highway 5 miles South of Newcastle upon Tyne). A 51,171 sq. ft. Unit is under construction on an individual site. Completion is scheduled for early 1965.

The foregoing 'Advance' factories are located in development districts and will meet the demands of all types of medium and light industry. They may be leased for 21 years or purchased on freehold or leasehold basis, depending on siting. They are eligible for 25 per cent capital grant if purchased prior to completion. Land is allowed for at least 100 per cent future expansion. Machinery grants, 'depreciation holiday' and BOTAC loans and grants are available to manufacturers setting up industrial units in Development Districts.

Rents range from 4s. 1d. to 4s. 8d. per sq. ft.

Existing factories

Due in many instances, to expansion by tenant firms, existing factories become available from time to time at rents which may be as low as 2s. 9d. per sq. ft.

Currently available:

Team Valley Estate, Gateshead *Available now. A steel framed brick single storey factory with two storey office block. Total floor area 13,691 sq. ft. The production area is 11,527 sq. ft. and has a clear height of 10 ft. to 16ft. Heated by independent Low pressure hot water system.*

Available in June. A single storey steel framed brick built factory with floor area of 9,249 (including two storey office accommodation of 3,067 sq. ft.). Clear height of 12 ft. to 20 ft. in the production area. Space heating by stored low pressure hot water system.

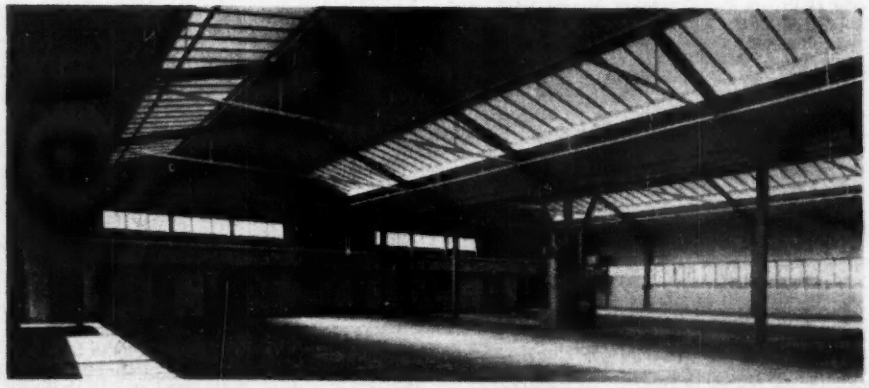
Available in August. A steel framed and brick factory of 12,571 sq. ft. and two storey office block with an area of 2,784 sq. ft. Clear headroom of 13 ft. over production area. Heated by an independent low pressure hot water plant.

Skelton Industrial Estate, Cleveland. (11 *miles east of Middlesbrough*).
Available now. A steel framed and brick built factory with single storey production area of 11,936 sq. ft. and clear headroom of 12 ft. to 14 ft. 6 ins. Two storey office block of 3,680 sq. ft. Heated by independent low pressure hot water system.

Bowesfield, Stockton. *Available now. A steel framed and brick built factory of 19,770 sq. ft. with two storey office block of 4,070 sq. ft. The production area has a centre bay with clear headroom of 18 ft. to 22 ft. 6 in. One side bay has headroom of 13ft. to 17 ft. 6 in. and the other 10 ft. to 17 ft. 6 in. Heated by independent low pressure hot water system.*

In addition, sites for privately financed development are available for lease on Industrial Estates.

Inquiries should be addressed to:
The Secretary, The Industrial Estates Management Corporation for England, Team Valley Estate, Gateshead 11, Co. Durham. (Tel. Low Fell 7607/6) or any office of the Board of Trade.



An interior view of a 10,000 sq. ft. 'advance' unit.

Nufloor
NUFLOOR LTD. BASILDON ESSEX—Telephone Basildon 20201
COMMANDO/BANTAM/EDGER . . . please write for details
SANDERS-PLANERS-FINISHES

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,957	—	16,034	15,212	15,212	9,095	3,486	922	699	591	1,205				
1959	103	105	106	105	104	95	108	94	114	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	125	129	114	+592	+320	+48	+37
1961	112	114	122	115	111	100	129	130	133	137	121	+297	+230	+36	+ 4
1962	112	115	126	122	112	101	127	119	126	140	124	+113	+ 33	+22	+40
1963	116	119*	134	128	117	103	129	107	131	143	132	+135	+ 89	+15	+27
1962															
3rd quarter	112	116	127	122	113	101	128	116	130	146	123	+ 57	+ 13	+23	+10
4th quarter	113	115	130	124	114	101	125	111	124	137	124	+ 10	— 9	+ 9	+25
1963															
1st quarter	112	113	129	124	113	101	115	104	124	101	118	— 20	+ 56	—16	— 3
2nd quarter	116	118	131	127	116	102	129	109	129	149	129	+ 42	— 9	+22	— 3
3rd quarter	116	120	136	130	119	105	134	106	130	159	138	— 34	— 33	—19	— 8
4th quarter	122	124*	138	131	119	105	139	108	140	162	144	+147	+ 75	+28	+41
1963															
September	..	121	..	..	..	105	..	..	..	..	..	..	..	..	..
October	..	123	..	..	..	104	..	..	..	..	..	..	..	..	..
November	..	124	..	..	..	104	..	..	..	..	..	..	..	..	..
December	..	125*	..	..	..	106	..	..	..	..	..	..	..	..	..
1964															
January	..	126*	..	..	..	107	..	..	..	..	..	..	..	..	..
February	..	126*	..	..	..	105	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—255
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 10
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+102
1963	135*	118*	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	129	128	+121
1962																
3rd quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 18
4th quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 40
1963																
1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	123	+ 71
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 30
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 14
4th quarter	135*	118*	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	135	132	+ 6
1964																
1st quarter			123·2	+1·5	108·2*	123·7*	145·8	445	— 5	+42	182	+25	— 5	145	134	
1963																
September	130	100	121·4	+1·8	104·1	122·2	141·7	430	Nil	+11	158	+ 5	— 7	135	131	..
October	132*	111*	121·8	+2·3	104·9	122·3	141·8	448	+ 18	+27	160	+ 2	—12	130	129	..
November	133*	120*	122·2	+2·2	106·5	122·5	143·1	456	+ 8	+19	157	— 3	—16	135	129	..
December	135*	118*	122·4	+1·8	106·8	122·9	145·1	447	— 9	— 1	155	— 2	—11	142	137	..
1964																
January	136*	119*	123·0	+1·9	107·5*	123·6*	145·4	471	+24	+41	166	+11	— 1	146	123	..
February	138*	121*	123·1	+1·2	108·4*	123·7*	145·7	451	—20	+ 2	178	+12	+ 6	144	139	..
March			123·6	+1·5	108·7*	123·8*	146·2	413	—38	—19	202	+24	+10	145	141	
April								394*	—19*	—20	212*	+10*	+14			

† NOT seasonally adjusted. * Provisional.

United Kingdom trade in the first quarter

Exports

EXPORTS moved ahead fairly strongly in the first quarter after the hesitation in the fourth quarter last year. On a seasonally adjusted basis they averaged £356 million a month, £8 million (2 per cent) more than in the previous quarter and 9 per cent more than in the first quarter of 1963. Within the quarter the January figure was low but this was followed by record figures in February (£369 million) and March (£373 million). The expansion in recent months has been in exports to the sterling area and to Western Europe. Exports to North America have fallen back and there has been no marked change in exports to the other main areas. Exports of manufactures in the first quarter (85 per cent of our exports) continued to expand and the decline in other exports was halted.

Imports

Imports increased sharply at the turn of the year after having been rising fairly steadily since early last year. In the first quarter they averaged £453 million a month (seasonally adjusted), £31 million (7 per cent) more than in the fourth quarter and 21 per cent more than in the first quarter of 1963. The recent large increase is partly a reflection of higher prices but is mainly associated with a sudden increase in stockbuilding from low or even negative rates to very high rates. The monthly figures within the first quarter were fairly steady at around the £450 million mark. The main increases in the first quarter compared with the previous quarter were in industrial materials and finished manufactures (which include two large ships) but there were also smaller increases in imports of food and fuels.

Trade balance

With imports rising faster than exports the deficit in the trade balance (on a balance of payments basis) widened in the first

United Kingdom trade

A. Seasonally adjusted values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1962	316	374	13	— 6
1963	340	402	13	— 4
1963 1st quarter	327	375	12	+ 7
2nd quarter	335	395	13	— 2
3rd quarter	346	412	13	— 9
4th quarter	348	422	13	—11
1964 1st quarter	356	453	12	—35*
1963 October	342	404	12	— 2
November	342	422	14	—19
December	362	442	12	—13
1964 January	326	457	11	—73*
February	369	450	12	—15*
March	373	451	13	—17*
			...	

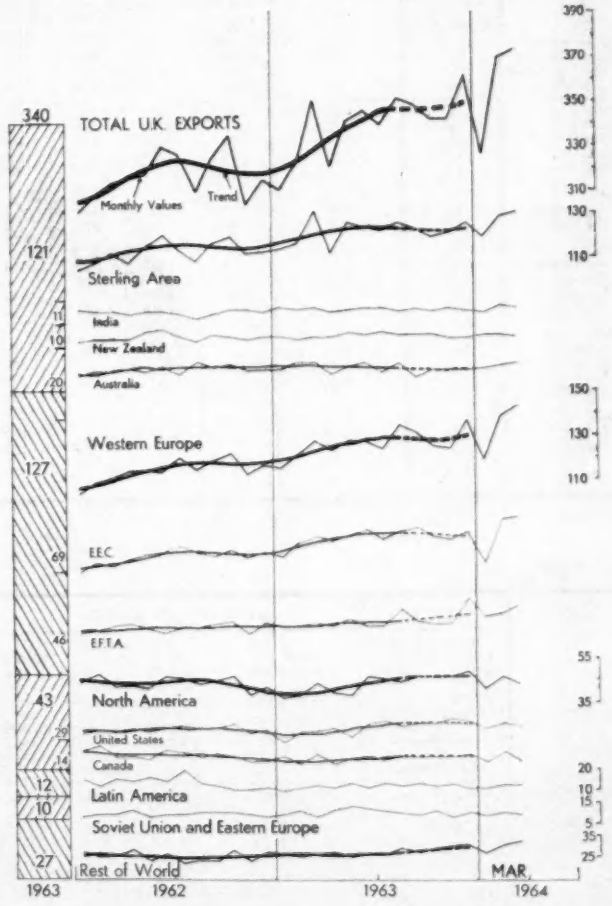
* Estimated.

B. Recorded values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1963 1st quarter	332·6	381·3	13·3
2nd quarter	343·6	397·5	13·3
3rd quarter	324·9	400·7	11·6
4th quarter	359·0	427·2	13·2
1964 1st quarter	360·1	460·4	12·8
1964 January	331·0	505·4	10·5
February	358·1	431·7	11·9
March	391·0	444·5	15·9

United Kingdom classes: areas

Seasonally adjusted £ million f.o.b. monthly averages or calendar months



	1962		1963				1964			
	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	Jan.	Feb.	Mar.
Sterling Area	112	114	119	120	123	122	125	119	128	130
Australia	20	20	21	20	19	19	21	20	21	22
New Zealand	9	8	9	10	10	9	10	10	10	9
India	8	11	12	11	11	11	11	10	13	12
Western Europe	117	116	121	126	130	129	133	119	138	143
Economic Community	62	62	65	69	71	70	71	58	77	78
Free Trade Assonc. (inc. Finland)	43	44	44	45	47	49	50	48	49	53
North America	44	41	39	41	45	47	44	41	46	43
United States and Dependencies	28	28	25	28	30	31	29	28	30	29
Canada	16	14	14	14	15	16	14	13	17	13
Latin America	15	10	11	12	12	12	12	11	12	12
Soviet Union and Eastern Europe	10	9	9	12	10	10	9	9	10	9
Rest of World	23	26	26	26	27	30	30	27	30	32
Total	320	317	327	335	346	348	356	326	369	373

quarter to £35 million a month (seasonally adjusted); in the fourth quarter it had been £11 million a month.

Area pattern of exports

Recent increases in exports have been mainly to the sterling area and to Western Europe where there has been a continuous expansion in exports to EFTA countries. Exports to North America fell back in the first quarter after rising quickly during 1963. There were no large changes in exports to other areas. The effect on the value of recorded exports to non-sterling markets of the extension of the time which exporters now have to lodge Exchange Control documents with Customs (see *Board of Trade Journal* of March 27, 1964, page 669), has been investigated. It now seems reasonably clear that the factors which often lead to erratic movement in the trade figures must have accounted for most of the sharp fall in exports in January and that the simplification in procedure was not a major factor.

Sterling area

Exports to the sterling area have been rising for the past two years though with irregularities from quarter to quarter. In the first quarter this year there was a substantial increase of £4 million a month (3 per cent) after a small fall in the fourth quarter. The increase was in exports to Australia, which had declined gently in 1963, and to New Zealand. There was little change in exports to other major markets in the sterling area.

Western Europe

There was an increase of £5 million a month (4 per cent) in exports to Western Europe in the first quarter after a small fall in the fourth quarter. Exports to EFTA countries continue to grow. Exports to the rest of Western Europe have remained level. Exports to the Common Market seem to have been flat since the middle of last year but this steadiness conceals variations in the trend for individual countries. To France and Italy exports were rising last year but there has been some reduction in recent months. Against this, exports to Germany, which were falling last year, showed no further decline in the first quarter of this year and exports to the Benelux countries, which were flat in the second half of 1963, showed some increase in the first quarter of 1964.

United Kingdom exports: Sterling Area
£ million f.o.b. quarters or quarterly averages
(percentage change on a year earlier)

	Jan.-Sept. 1963	4th quarter 1963	1st quarter 1964
Sterling Area:			
Australia	59·4 (+ 6)	57·6 (— 5)	64·1 (+ 0)
Seasonally adjusted	*60*	*56*	*62*
New Zealand	28·1 (+ 7)	30·7 (+ 9)	29·1 (+14)
Seasonally adjusted	*29*	*28*	*30*
India	33·5 (+17)	36·3 (+19)	34·7 (+ 1)
Seasonally adjusted	*34*	*34*	*34*
Pakistan	9·8 (— 7)	12·5 (+11)	11·5 (+10)
Ceylon	5·4 (—17)	6·9 (+26)	5·6 (+33)
Hong Kong	12·7 (+12)	14·2 (+15)	14·5 (+16)
Malaysia	21·0 (+ 2)	22·4 (— 1)	22·1 (+ 4)
Ghana	9·4 (+ 8)	10·5 (+ 0)	7·8 (—12)
Nigeria	16·0 (+ 3)	17·2 (+ 5)	18·5 (+10)
Rhodesia and Nyasaland	10·2 (— 1)	9·9 (— 4)	10·0 (— 7)
Kenya	7·4 (+ 2)	8·0 (+ 2)	7·9 (+ 6)
Jamaica	4·7 (—16)	5·4 (—12)	5·5 (+14)
Trinidad and Tobago	5·9 (— 0)	6·5 (— 2)	6·4 (+10)
Irish Republic	35·9 (+ 8)	41·3 (+16)	40·7 (+20)
Seasonally adjusted	*36*	*40*	*40*
South Africa	48·9 (+35)	49·0 (+30)	55·4 (+ 2)
Seasonally adjusted	*48*	*51*	*50*
Middle East	19·6 (+20)	18·8 (— 1)	20·2 (— 1)
Other	29·4 (— 3)	33·2 (+ 3)	30·6 (+ 5)
Total Sterling Area	357·3 (+ 8)	380·4 (+ 8)	384·4 (+ 6)
Seasonally adjusted	*363*	*365*	*376*

North America

Exports to North America fell £3 million a month (6 per cent) in the first quarter after continuous expansion since the first quarter last year. The downturn occurred in both the United States and Canadian markets.

Latin America

For much of 1963 exports to Latin America were recovering from

(Continued on page 953)

United Kingdom exports: Non-Sterling area
£ million f.o.b. quarters or quarterly averages
(percentage change on a year earlier)

	Jan.-Sept. 1963	4th quarter 1963	1st quarter 1964
Non-Sterling Area:			
North America	123·8 (— 5)	144·8 (+12)	121·1 (+11)
Seasonally adjusted	*125*	*140*	*131*
United States & Deps.	81·9 (+ 1)	97·9 (+12)	83·9 (+15)
Seasonally adjusted	*83*	*93*	*87*
Canada	41·9 (—14)	46·9 (+13)	37·2 (+ 2)
Seasonally adjusted	*42*	*47*	*43*
Latin America	35·2 (—18)	36·9 (+14)	37·1 (+ 2)
Seasonally adjusted	*36*	*36*	*35*
Argentina	6·0 (—56)	7·1 (+20)	6·3 (— 8)
Venezuela	4·7 (+ 2)	5·8 (+45)	5·3 (+ 6)
Other	24·5 (— 0)	24·0 (+ 6)	25·5 (+ 4)
Western Europe	375·1 (+12)	395·1 (+11)	416·3 (+10)
Seasonally adjusted	*376*	*386*	*400*
Economic Community	205·0 (+15)	211·4 (+13)	224·4 (+ 9)
Seasonally adjusted	*205*	*209*	*213*
France	43·8 (+29)	49·1 (+35)	49·6 (+14)
Seasonally adjusted	*44*	*50*	*47*
Western Germany	53·9 (+ 9)	51·5 (— 0)	52·6 (— 7)
Seasonally adjusted	*54*	*51*	*50*
Italy	40·8 (+20)	41·1 (+11)	41·3 (+ 6)
Seasonally adjusted	*41*	*41*	*40*
Netherlands	41·8 (+12)	42·4 (+ 8)	50·0 (+20)
Seasonally adjusted	*42*	*42*	*48*
Belgium and Luxembourg	24·7 (+ 7)	27·3 (+17)	30·8 (+26)
Seasonally adjusted	*25*	*26*	*29*
Free Trade Association including Finland	134·9 (+ 6)	150·4 (+11)	153·7 (+12)
Seasonally adjusted	*136*	*146*	*150*
Sweden	40·7 (+ 9)	46·8 (+12)	47·1 (+18)
Seasonally adjusted	*42*	*44*	*46*
Norway	21·7 (+ 9)	29·5 (+19)	25·7 (+14)
Denmark & Greenland	25·9 (— 1)	27·6 (+ 9)	29·4 (+ 2)
Switzerland & Liechtenstein	18·3 (+16)	17·3 (+ 3)	20·1 (+14)
Portugal, Azores and Madeira	7·9 (— 3)	8·2 (+16)	9·0 (+14)
Austria	7·1 (+22)	6·9 (— 2)	8·1 (+11)
Finland	13·3 (— 5)	14·1 (+ 8)	14·4 (+13)
Spain, Canary Islands and Spanish Ports in North Africa	17·2 (+21)	16·6 (— 1)	20·3 (+18)
Other	18·0 (+15)	16·7 (+ 3)	17·9 (— 2)
Soviet Union and Eastern Europe	30·8 (+13)	30·2 (+ 4)	28·8 (— 6)
Seasonally adjusted	*31*	*29*	*27*
Soviet Union	13·7 (+34)	14·4 (+26)	11·5 (—23)
Other	17·2 (+ 0)	15·8 (—11)	17·3 (+10)
Other Non-Sterling	78·9 (+ 6)	89·5 (+18)	92·6 (+16)
Seasonally adjusted	*79*	*90*	*90*
Middle East	40·1 (+ 9)	44·3 (+11)	46·8 (+16)
Japan	11·7 (+ 7)	14·2 (+38)	14·9 (+36)
Seasonally adjusted	*11*	*15*	*15*
Other	27·2 (+ 0)	30·9 (+22)	30·9 (+ 7)
Total Non-Sterling	643·8 (+ 6)	696·5 (+12)	695·9 (+10)
Seasonally adjusted	*647*	*681*	*682*

Exporters should ask for a FREE copy of our
CONSULAR GUIDE
BAKER BRITT
Head Office: 16 UPPER THAMES STREET, E.C.4. TEL. CITY 6951

Imports and United Kingdom exports

Quarters or quarterly averages

£ million

Section and Division	Imports				United Kingdom exports			
	Year 1962	Jan.-Sept. 1963	4th qtr. 1963	1st qtr. 1964	Year 1962	Jan.-Sept. 1963	4th qtr. 1963	1st qtr. 1964
0. Food and Live Animals . . . . . Total	360·8	377·1	395·5	437·0	27·8	34·1	38·4	39·8
00 Live animals	11·6	13·0	11·4	17·4	4·2	4·8	6·6	7·3
01 Meat and meat preparations	78·2	77·7	80·0	88·8	1·2	1·8	2·2	3·8
02 Dairy products and eggs	41·7	45·1	51·6	55·9	1·9	2·3	2·0	2·0
03 Fish and fish preparations	15·1	12·1	13·7	20·5	1·8	1·9	2·0	1·9
04 Cereals and cereal preparations	60·8	51·8	61·0	59·4	5·7	6·0	4·8	4·7
05 Fruit and vegetables	73·3	73·4	62·4	69·1	2·3	2·0	3·1	2·9
06 Sugar, sugar preparations and honey	16·0	42·6	45·7	57·8	5·0	9·4	10·6	10·4
07 Coffee, cocoa and preparations, tea and spices	42·4	41·0	48·2	44·0	2·9	2·9	3·5	2·9
08 Feeding stuff for animals	17·0	15·2	16·8	16·7	0·8	0·9	1·3	1·1
09 Miscellaneous food preparations	4·8	5·1	4·9	7·4	2·1	2·3	2·3	2·8
1. Beverages and Tobacco . . . . . Total	31·5	32·5	53·6	26·2	27·3	26·6	35·3	24·6
11 Beverages	11·3	12·1	15·0	10·9	23·0	22·0	31·1	20·6
12 Tobacco	20·2	20·4	38·6	15·3	4·2	4·6	4·2	4·1
2. Crude Materials, Inedible . . . . . Total	220·9	228·1	262·5	265·1	35·0	38·0	38·7	41·8
21 Hides, skins and fur skins, undressed	11·6	14·2	16·4	19·4	1·2	1·1	1·0	1·6
22 Oil seeds, oil nuts and oil kernels	13·3	12·6	14·6	10·9	0·0	0·0	0·0	0·0
23 Crude rubber (including synthetic and reclaimed)	15·4	13·6	12·1	13·1	2·1	2·1	2·6	2·4
24 Wood, lumber and cork	39·2	39·8	51·1	35·1	0·3	0·2	0·2	0·2
25 Pulp and waste paper	26·2	27·9	31·5	34·1	0·4	0·4	0·5	0·6
26 Textile fibres, not manufactured and their waste	59·9	63·5	77·4	88·8	21·3	25·0	24·7	27·0
27 Crude fertilizers and minerals	9·7	9·9	9·7	10·7	3·8	4·3	4·8	4·6
28 Metalliferous ores and metal scrap	34·7	35·4	37·5	39·7	5·0	4·0	4·2	4·3
29 Crude animal and vegetable materials	10·8	11·3	12·4	13·2	1·0	0·9	0·8	1·0
3. Mineral Fuels, Lubricants, etc. . . . . Total	133·2	143·9	130·8	145·3	36·5	41·2	41·1	36·9
33 Petroleum and petroleum products	133·0	143·6	130·4	144·8	28·7	29·9	26·8	25·2
Coal, coke, gas and electric energy	0·2	0·3	0·4	0·5	7·8	11·3	14·3	11·7
4. Animal and Vegetable Oils and Fats . . Total	10·3	11·1	10·7	10·4	1·7	2·0	2·0	1·2
5. Chemicals . . . . . Total	43·4	49·8	56·6	62·4	85·9	90·4	96·9	101·5
51 Chemical elements and compounds	16·5	18·5	21·4	23·2	20·7	22·6	24·8	26·4
53 Dyeing, tanning and colouring materials	2·3	2·7	3·4	3·8	11·5	11·7	12·7	13·1
54 Medical and pharmaceutical products	1·3	1·5	1·8	1·8	14·0	13·1	14·5	14·9
55 Essential oils and perfume materials	2·1	3·2	3·5	3·8	8·2	8·4	8·6	9·0
56 Fertilizers, manufactured	4·5	5·0	5·0	6·2	1·2	1·2	1·2	1·2
58 Plastic materials and artificial resins	8·0	10·2	12·6	13·6	13·5	15·6	17·4	17·8
All other chemical materials and products	8·6	8·7	8·9	10·0	16·8	17·6	17·9	19·1
6. Manufactured Goods Classified Chiefly by Material . Total	167·1	172·2	194·3	222·5	224·8	224·2	240·3	240·6
61 Leather, leather manufactures and dressed furs	6·2	6·4	7·4	7·8	6·0	6·8	7·6	7·6
62 Rubber manufactures, n.e.s.	1·7	1·9	2·6	2·6	11·8	12·3	12·4	12·3
63 Wood and cork manufactures (excluding furniture)	12·6	12·9	14·0	15·3	1·1	1·3	1·3	1·5
64 Paper, paperboard and manufactures thereof	26·3	27·8	30·5	32·6	10·6	11·5	12·5	12·1
65 Textile yarn, fabrics and articles	33·7	35·2	39·1	43·2	61·2	62·4	66·9	67·6
66 Non-metallic mineral manufactures	5·3	5·6	6·6	6·8	16·7	16·6	17·9	18·3
67 Iron and steel	13·4	17·3	23·1	34·6	50·0	50·7	52·3	52·2
68 Non-ferrous metals	60·3	57·4	62·3	70·5	32·9	30·1	34·1	32·9
69 Manufactures of metal, n.e.s.	7·6	7·6	8·8	9·2	34·4	32·4	35·4	36·0
7. Machinery and Transport Equipment . . . Total	98·7	100·2	106·2	136·4	415·1	448·1	462·2	486·8
71 Machinery other than electric	61·2	62·1	67·5	79·3	199·9	214·7	214·5	231·7
72 Electrical machinery, apparatus and appliances	20·0	22·4	25·5	27·3	71·7	78·4	82·9	81·1
73 Transport equipment	17·5	15·7	13·1	29·8	143·5	155·0	164·8	174·0
8. Miscellaneous Manufactured Articles . . . Total	51·7	59·7	65·5	71·5	63·4	67·4	78·2	74·2
81 Sanitary, plumbing, heating and lighting fixtures and fittings	1·2	1·2	1·5	1·5	2·4	2·3	2·6	2·6
82 Furniture	1·4	1·4	1·7	2·0	2·7	2·7	2·9	3·1
83 Travel goods, handbags and similar articles	0·8	0·8	0·9	0·9	0·6	0·6	0·7	0·6
84 Clothing	13·5	15·4	18·4	19·7	8·7	9·4	11·3	10·0
85 Footwear	4·4	4·9	5·0	7·4	3·1	3·0	3·9	3·2
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	11·2	13·3	14·1	14·9	15·7	18·4	20·1	22·0
89 Miscellaneous manufactured articles, n.e.s.	19·3	22·7	23·8	25·2	30·2	31·0	36·8	32·7
5-8 Manufactured Goods . . . . . Total	360·9	381·8	422·5	492·8	789·2	830·1	877·6	903·0
9. Commodities and Transactions not Classified according to Kind . . . . . Total	4·2	5·1	5·8	4·4	30·2	29·1	43·8	33·1
TOTAL ALL SECTIONS	1,121·8	1,179·6	1,281·5	1,381·1	947·8	1,001·1	1,076·9	1,080·4

the sharp fall at the end of the previous year. In the fourth quarter, however, they fell back and the decline continued in the first quarter.

Soviet Union and Eastern Europe

There was a further modest reduction in exports to the Soviet Union and Eastern Europe in the first quarter. These exports had been at a peak in the second quarter last year.

Rest of the World

Exports to the rest of the world were unchanged in the first quarter after rising strongly in 1963. In the first quarter, at £30 million a month, they were 16 per cent more than a year earlier. One-third of this increase was in exports to Japan, which increased by 40 per cent.

Commodity pattern of exports

Exports of manufactures continued to rise in the first quarter with a large increase in exports of chemicals. Exports of road vehicles were maintained at the high rate reached at the end of last year after rapid growth during the year. Exports of semi-manufactures were a little more than in the fourth quarter.

Engineering products

The total value of engineering goods in the first quarter this year was £1 million (1 per cent) more than in the fourth quarter and 5 per cent up on the first quarter last year.

Exports of machinery other than electric continue to grow and in the first quarter were 5 per cent more than a year earlier. Exports of machine tools have continued to grow rapidly and have increased by 25 per cent in the last twelve months, and exports of textile machinery and of industrial internal combustion engines have been rising quite quickly in recent months. Against this exports of boilers, auxiliary plant and steam engines are still well below the 1962 rates, and exports of aircraft engines have continued to decline though the rate may be slowing down. Exports of mechanical handling equipment were falling for much of last year. After some recovery in the fourth quarter they fell again in the first.

Exports of electric machinery fell a little in the first quarter, by £1 million a month (3 per cent), after being somewhat erratic during 1963. Part of the decrease was in exports of electric wires and cables which have fallen back since the first quarter of last

Engineering products

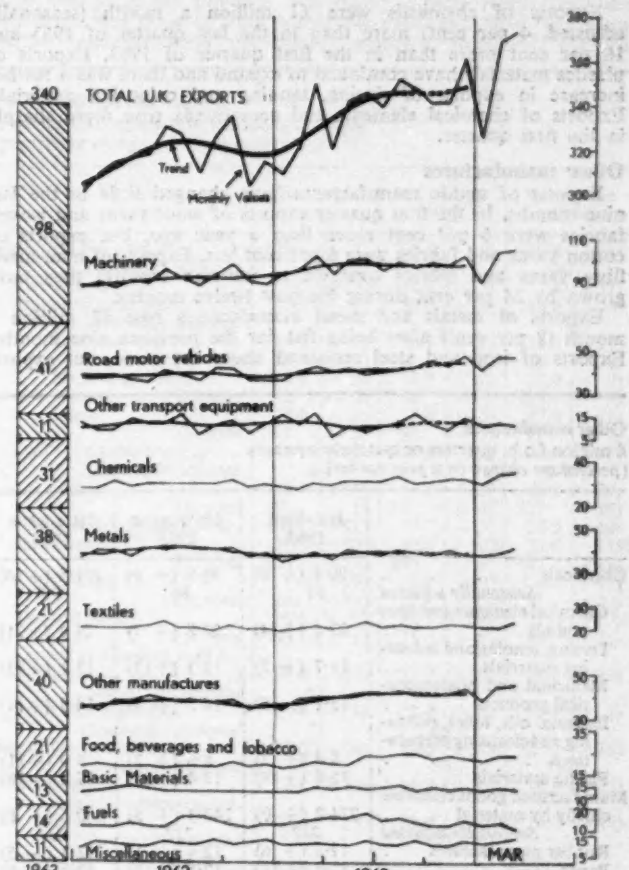
£ million f.o.b. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1963	4th quarter 1963	1st quarter 1964
Machinery and transport equipment	448·1 (+ 8)	462·2 (+12)	486·8 (+ 5)
Seasonally adjusted	*447*	*467*	*470*
Machinery other than electric	214·7 (+ 7)	214·5 (+ 8)	231·7 (+ 5)
Seasonally adjusted	*213*	*218*	*221*
Boilers, auxiliary plant and steam engines	6·2 (—29)	6·8 (+ 9)	6·3 (— 6)
Aircraft engines, new	3·9 (—26)	4·1 (—27)	3·8 (—12)
Other internal combustion engines	19·8 (+ 6)	20·8 (+17)	22·9 (+13)
Tractors and parts	35·1 (+ 8)	34·6 (+20)	38·3 (— 1)
Office machinery	9·6 (+20)	10·8 (+14)	10·9 (+12)
Machine tools	11·1 (+24)	11·8 (+ 6)	12·8 (+25)
Textile machinery	15·7 (+ 1)	16·8 (+ 2)	18·5 (+ 9)
Construction and mining machinery	14·6 (+25)	12·8 (+ 6)	15·0 (+10)
Mechanical handling equipment	7·7 (+20)	7·8 (+ 6)	8·1 (— 5)
Electric machinery, apparatus and appliances	78·4 (+12)	82·9 (+ 9)	81·1 (— 3)
Seasonally adjusted	*79*	*81*	*79*
Generators, motors, converters, transformers and rectifiers	11·7 (+ 9)	10·9 (— 5)	11·7 (— 9)
Switchgears, starting and controlling gear, etc.	5·8 (+ 7)	6·1 (+13)	6·5 (— 4)
Electric wires and cables	7·9 (+32)	8·0 (+19)	8·3 (—12)
Telecommunications apparatus	19·0 (+ 4)	21·3 (+15)	20·5 (+ 7)
Domestic electrical equipment	8·4 (+ 8)	10·2 (+25)	8·3 (— 5)
Road motor vehicles (1)	121·6 (+ 6)	131·9 (+21)	143·2 (+16)
Seasonally adjusted	*120*	*136*	*135*
Cars and chassis	58·2 (+ 6)	62·7 (+25)	68·9 (+18)
Commercial vehicles and chassis	29·6 (+ 5)	31·5 (+16)	33·5 (+12)
Aircraft and parts	12·1 (+17)	9·6 (— 5)	14·2 (+12)
Ships and boats	9·6 (+ 4)	13·6 (+55)	7·1 (—45)
Professional, scientific and controlling instruments, etc.	18·4 (+19)	20·1 (+22)	22·0 (+27)
Engineering products	466·5 (+ 8)	482·3 (+12)	508·7 (+ 6)

(1) Including tractor parts.

United Kingdom exports: commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months



	1962		1963				1964			
	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	Jan.	Feb.	Mar.
Food, beverages and tobacco	18	19	18	21	24	22	22	21	23	23
Basic materials	12	12	13	14	14	14	13	13	14	13
Fuels	15	12	13	15	14	13	12	12	13	10
Manufactures	266	264	272	276	285	290	293	267	302	310
Machinery and transport equipment	139	140	150	146	151	156	157	141	163	166
Machinery	91	92	97	98	97	100	100	90	104	105
Road motor vehicles	38	37	39	40	41	45	45	41	47	47
Other transport equipment	10	10	13	9	13	11	11	11	12	11
Chemicals	29	29	29	31	31	32	33	30	34	35
Metals and misc. metal mfrs.	40	39	37	38	39	39	40	38	39	41
Textiles	20	20	20	21	22	22	22	21	21	23
Other mfrs.	37	37	37	40	41	41	42	38	44	45
Miscellaneous	11	11	11	11	11	11	12	11	12	13
Total	320	317	327	335	346	348	356	326	369	373

year when there were exceptionally heavy exports of submarine cable. There were also reductions in exports of generators, motors, convertors, transformers and rectifiers and of switchgears, starting and controlling gear. These exports expanded rapidly during the first half of 1963, but turned down before the end of the year. Exports of domestic electric equipment, mainly refrigerators and washing machines, also fell in the first quarter after rising last year. Exports of telecommunication apparatus continued to increase; in the first quarter they were 7 per cent more than a year ago.

The value of road motor vehicles exported in the first quarter was unchanged from the first quarter last year, but was 15 per cent more than in the corresponding period a year ago.

Chemicals

Exports of chemicals were £1 million a month (seasonally adjusted, 4 per cent) more than in the last quarter of 1963 and 16 per cent more than in the first quarter of 1963. Exports of plastics materials have continued to expand and there was a further increase in exports of dyeing, tanning and colouring materials. Exports of chemical elements and compounds rose more sharply in the first quarter.

Other manufactures

Exports of textile manufactures have changed little in the last nine months. In the first quarter exports of wool yarns and woven fabrics were 6 per cent more than a year ago, but exports of cotton yarns and fabrics were 6 per cent less. Exports of man-made fibre yarns and fabrics continue to increase rapidly; they have grown by 24 per cent during the past twelve months.

Exports of metals and metal manufactures rose £1 million a month (2 per cent) after being flat for the previous nine months. Exports of iron and steel remained about the same, but exports of non-ferrous metals and of miscellaneous metal manufactures continued to grow.

Exports of pottery and glass have been rising and this continued in the first quarter. Exports of paper and paper manufactures, however, dropped back a little and exports of rubber manufactures continued to decline. Exports of clothing and footwear have been level for the last nine months, after the quite sharp rise in the first half of last year.

Other exports

Exports of food rose £1 million a month (10 per cent) in the first quarter of 1964 and were 29 per cent more than the first quarter last year. The increase this year has been in exports of meat. Exports of sugar were at substantially the same level as in the fourth quarter and double what they were at the beginning of 1963; larger quantities were shipped at higher prices. Exports of beverages and tobacco were £1 million a month (10 per cent) less than in the previous quarter. Exports of whisky fell after a 6 per cent increase in 1963. There was no change in exports of basic materials. Exports of fuels continue to decline. In the first quarter they were £2 million a month (12 per cent) less than the previous quarter and well below the high rate in the middle of last year.

Other manufactures
£ million f.o.b. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1963	4th quarter 1963	1st quarter 1964
Chemicals	90·4 (+ 6)	96·9 (+ 9)	101·5 (+16)
Seasonally adjusted	*91*	*96*	*99*
Chemical elements and compounds	22·6 (+14)	24·8 (+ 7)	26·4 (+21)
Dyeing, tanning and colouring materials	11·7 (+ 2)	12·7 (+12)	13·1 (+15)
Medicinal and pharmaceutical products	13·1 (— 6)	14·5 (+ 2)	14·9 (+14)
Essential oils, toilet, polishing and cleansing preparations	8·4 (+ 3)	8·6 (+ 2)	9·0 (+11)
Plastic materials	15·6 (+18)	17·4 (+23)	17·8 (+18)
Manufactured goods classified chiefly by material	224·2 (+ 0)	240·3 (+ 6)	240·6 (+ 8)
Seasonally adjusted	*227*	*232*	*234*
Rubber manufactures	12·3 (+ 6)	12·4 (— 1)	12·3 (— 5)
Paper	11·5 (+11)	12·5 (+10)	12·1 (+ 5)
Textile manufactures	62·4 (+ 2)	66·9 (+ 8)	67·6 (+10)
Seasonally adjusted	*63*	*65*	*65*
Wool yarns and woven fabrics	21·0 (+ 4)	22·1 (+12)	21·6 (+ 6)
Cotton yarns and woven fabrics	11·0 (— 5)	10·7 (— 7)	11·0 (— 6)
Man-made fibre yarns and woven fabrics	11·7 (+22)	12·7 (+24)	14·3 (+24)
Miscellaneous textile manufactures	18·6 (— 5)	21·3 (+ 4)	20·7 (+14)
Wool tops	11·1 (+34)	9·6 (+ 5)	10·5 (— 5)
Pottery and glass	8·8 (— 1)	9·7 (+14)	9·6 (+14)
Metals	113·3 (— 3)	121·8 (+ 3)	121·1 (+ 7)
Seasonally adjusted	*114*	*117*	*119*
Iron and steel	50·7 (+ 2)	52·3 (+ 3)	52·2 (+ 4)
Non-ferrous metals	30·1 (— 9)	34·1 (+ 7)	32·9 (+10)
Miscellaneous metal manufactures	32·4 (— 5)	35·4 (+ 0)	36·0 (+ 9)
Miscellaneous manufactured articles	67·4 (+ 9)	78·2 (+14)	74·2 (+24)
Seasonally adjusted	*68*	*74*	*76*
Clothing and footwear	12·4 (+10)	15·2 (+15)	13·2 (+17)
Printed matter	10·2 (+15)	11·9 (+17)	10·8 (+22)

Other exports
£ million f.o.b. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1963	4th quarter 1963	1st quarter 1964
Food and live animals	34·1 (+28)	38·4 (+23)	39·8 (+31)
Seasonally adjusted	*35*	*35*	*39*
Cereals and cereal preparations	6·0 (+ 3)	4·8 (—11)	4·7 (—39)
Sugar and sugar preparations	9·4 (+84)	10·6 (+124)	10·4 (+103)
Beverages and tobacco	26·6 (+ 5)	35·3 (+ 7)	24·6 (+10)
Seasonally adjusted	*28*	*31*	*28*
Whisky	19·1 (+ 4)	27·6 (+ 7)	17·7 (+15)
Crude materials (including wool tops) and animal and vegetable oils and fats	40·0 (+ 8)	40·7 (+13)	42·9 (+ 7)
Seasonally adjusted	*40*	*41*	*40*
Mineral fuels, lubricants and related materials	41·2 (+13)	41·1 (+11)	36·9 (—11)
Seasonally adjusted	*42*	*40*	*35*
Coal, coke and briquettes	11·2 (+47)	14·2 (+70)	11·5 (+27)
Petroleum products	24·5 (— 4)	24·0 (+ 3)	21·7 (—20)

Commodity pattern of imports

The value of food imports was higher again in the opening months of 1964 after having fallen at the end of last year. In the first quarter it was £6 million a month (5 per cent) more than in the fourth quarter and rather higher than the peak in the third quarter last year. The largest change was in imports of sugar, reflecting an increase in the quantity imported. Imports of meat rose further – against this, imports of cereals and animal feeding-stuffs fell back in the first quarter after a sharp rise in the fourth quarter, and imports of dairy produce were a little less but well above the rates in recent years. Imports of tobacco, which had been reduced in the fourth quarter, recovered in the first quarter when they were little less than in the second and third quarters last year.

Imports of industrial materials have been rising since early last year. There was a further increase in the first quarter, of £12 million a month (7 per cent), similar to the increases in each of the two preceding quarters. In the first quarter almost all the increase was in imports of semi-manufactures, in contrast to the second half of 1963 when the increases were also in basic materials. Among basic materials, imports of timber have continued to grow but imports of wool and other textile fibres, which were increasing rapidly in the second half of last year, fell back in the first quarter. Among semi-manufactures there were increases in a wide range of goods including a further substantial increase in imports of chemicals.

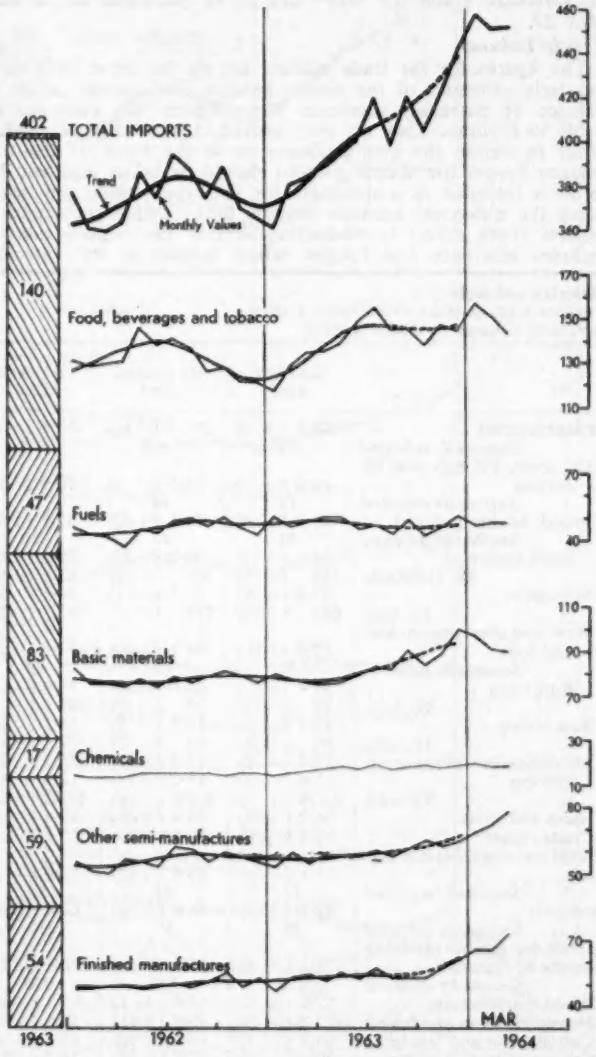
Fuel imports increased by £2 million a month (4 per cent) in the first quarter though they remained below the high rate during the cold weather last year.

Imports of finished manufactures also increased in the first quarter, continuing the rising trend of last year. In the first quarter

they were £11 million (20 per cent) more than in the fourth quarter. Most of the increase was in imports of capital goods. The arrival of two large ships contributed about £4 million a month; the rest was mostly imports of machinery which began to rise in the fourth quarter after little change earlier in the year. Imports of consumer goods also continue to grow. In the first quarter imports of cars and motor cycles at £4 million a month were £1 million (35 per cent) more than in the fourth quarter, after levelling off in the second half of last year; imports of clothing and footwear, however, seem to have been a little less following the rapid rise in 1963.

Imports: commodity classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months



	1962		1963				1964			
	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	Jan.	Feb.	Mar.
Food, beverages and tobacco	134	123	126	141	148	143	150	157	151	143
Fuels	48	46	48	49	46	46	48	47	49	48
Basic materials	78	79	77	76	85	91	93	97	92	90
Chemicals	15	15	15	17	18	19	20	20	19	19
Other semi-manufactures	59	57	55	58	60	64	73	69	72	78
Finished manufactures	50	52	52	54	55	57	68	66	66	73
Miscellaneous	1	2	1	2	2	2	1	1	2	1
Total	385	374	375	395	412	422	453	457	450	451

Sources of imports

The major part of the increase in imports in the first quarter was from North America, £9 million a month more (12 per cent), and Western Europe, £16 million a month (12 per cent). Imports from both these areas were rising strongly during 1963. Both Canada and the United States participated in the increase in imports from North America whereas last year it had been almost wholly from the United States. From Western Europe the larger increases have been in imports from EFTA since the middle of last year although there was a sizeable increase in imports from Common Market countries in the first quarter. There was a sharp increase in imports from Latin America in the first quarter after little change in the previous two years; imports from Argentina recovered and imports from Venezuela rose, and there was some further increase from non-sterling primary producers. Imports

Food, beverages and tobacco

£ million c.i.f. quarters or quarterly averages
(percentage change on a year earlier)

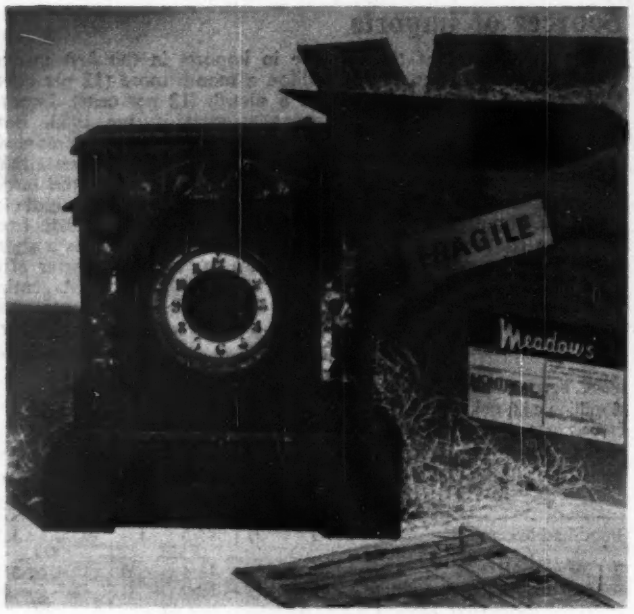
	Jan.-Sept. 1963	4th quarter 1963	1st quarter 1964
Food and live animals	377·1 (+ 3)	395·5 (+15)	437·0 (+18)
Seasonally adjusted	*379*	*393*	*411*
Live animals	13·0 (+13)	11·4 (— 3)	17·4 (+51)
Meat and meat preparations	77·7 (— 1)	80·0 (+ 4)	88·8 (+ 8)
Seasonally adjusted	*77*	*81*	*87*
Beef and veal	16·1 (+ 7)	16·7 (— 7)	15·3 (—11)
Th. tons	89 (+17)	91 (— 8)	70 (—31)
Mutton and lamb	16·6 (+ 2)	12·7 (+ 2)	23·7 (+ 7)
Th. tons	92 (— 2)	66 (— 6)	122 (+ 1)
Bacon	24·0 (+ 3)	28·1 (+15)	27·0 (+12)
Th. tons	97 (— 3)	93 (— 5)	91 (— 7)
Dairy products and eggs	45·1 (+12)	51·6 (+12)	55·9 (+15)
Seasonally adjusted	*46*	*52*	*49*
Butter	32·7 (+16)	38·1 (+16)	42·8 (+29)
Th. tons	101 (+ 1)	112 (+ 5)	127 (+19)
Fish and fish preparations	12·1 (—21)	13·7 (— 5)	20·5 (+10)
Raw sugars	38·2 (+198)	40·6 (+163)	53·4 (+119)
Th. tons	624 (+23)	495 (— 4)	643 (+23)
Cocoa beans	5·0 (—19)	5·1 (+407)	6·1 (+45)
Th. tons	29 (—19)	27 (+353)	31 (+22)
Tea and mate	26·6 (+ 0)	34·3 (— 4)	27·6 (—17)
Th. tons	60 (+ 1)	71 (+ 1)	62 (—15)
Cereals and feeding stuff for animals	67·0 (—17)	77·7 (+12)	76·1 (+16)
Seasonally adjusted	*67*	*78*	*75*
Fruit and vegetables	73·4 (— 6)	62·4 (+ 5)	69·1 (+ 2)
Seasonally adjusted	*71*	*69*	*70*
Beverages and tobacco	32·5 (+14)	53·6 (+32)	26·2 (+36)
Seasonally adjusted	*37*	*36*	*40*
Beverages	12·1 (+12)	15·0 (+16)	10·9 (+23)
Tobacco and tobacco manufactures	20·4 (+15)	38·6 (+40)	15·3 (+47)
Seasonally adjusted	*25*	*23*	*26*

Finished manufactures

£ million c.i.f. quarters or quarterly averages
(percentage change on a year earlier)

	Jan.-Sept. 1963	4th quarter 1963	1st quarter 1964
Consumer goods (1)	54·3 (+20)	60·1 (+33)	68·1 (+34)
Cars and motor cycles	6·4 (+72)	6·2 (+75)	9·5 (+70)
Other durable goods	18·3 (+20)	20·0 (+26)	21·5 (+26)
Clothing and footwear	20·3 (+12)	23·3 (+38)	27·1 (+35)
Other consumer goods	9·3 (+15)	10·6 (+18)	10·1 (+24)
Other, mainly capital goods	105·6 (+ 3)	111·5 (— 1)	139·8 (+34)
Machinery	75·0 (+ 6)	82·2 (+15)	95·8 (+30)
Aircraft, aircraft engines	10·8 (—11)	9·5 (—13)	10·8 (—20)
Ships and boats	1·9 (—56)	0·6 (—96)	11·9 (+3·849)
Instruments	8·4 (+19)	8·8 (+34)	9·9 (+21)
Other	9·5 (+16)	10·4 (+17)	11·4 (+30)
Total finished manufactures (2)	159·9 (+ 8)	171·6 (+ 9)	207·9 (+34)
Seasonally adjusted	*160*	*172*	*205*

(1) Goods covered by headings in the Trade Accounts believed to include mainly consumer goods.
(2) S.I.T.C., Revised Sections 7 and 8.



Time is important to you—and to us!

The many advantages of Air Freight are nullified by slow ground handling.

Our highly mechanised 'round the clock' operations at London Airport—supported by a country wide air cargo collection service and specialised air freight staff at Manchester, Glasgow and Birmingham—ensure the efficient and courteous handling of all air cargo, both import and export. Obtain lower than airline freight rates to U.S.A., Canada, Australia, New Zealand, South Africa, Japan, Hongkong and various European destinations.

Meadows

THOMAS MEADOWS & CO. LTD.,

MEADOWS AIR GROUPAGE LIMITED

20-28 MILK STREET, LONDON, E.C.2

Airport Offices and Depot

POYLE ROAD, COLNBROOK, BUCKS

Telephone: MONarch 8030 (60 lines) *or* Colnbrook 2871 (London prefix XM4) (10 lines).

also at Manchester, Birmingham, Southend and Renfrew Airports

from the Soviet Union and Eastern Europe were rising last year but there was no change in the first quarter. From the sterling area imports have declined since the middle of 1963 after rising strongly in the first half of the year. In contrast with most countries of the sterling area imports from New Zealand have been rising in the past nine months.

NOTES:

Seasonally adjusted figures for periods previous to those shown in the tables below the charts can be supplied. Application should be made to: The Statistics Division (seasonal adjustment), Board of Trade, Room D, 53 Hillgate House, 35 Old Bailey, London, E.C.4.

Detailed particulars of United Kingdom imports, exports and re-exports were published on April 27* and further analysis of the figures will be found in the form of tables in the Monthly Report on Overseas Trade for May† due to be published on or about May 27.

Trade balance

The figures for the trade balance are on the same basis as the quarterly estimates of the visible balance that appear in the full balance of payments accounts. These figures are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance figures for several months should be taken together. This series is intended as a substitute for the crudé 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which insofar as they are paid

Materials and fuels

£ million c.i.f. quarters or quarterly averages
(percentage change on a year earlier)

	Jan.-Sept. 1963	4th quarter 1963	1st quarter 1964
Crude materials	228·1 (+ 4)	262·5 (+16)	265·1 (+21)
Seasonally adjusted	*228*	*260*	*266*
Oil seeds, oil nuts and oil kernels	12·6 (— 5)	14·6 (+ 7)	10·9 (—14)
Seasonally adjusted	*13*	*14*	*11*
Wood, lumber and cork	39·8 (+ 4)	51·1 (+22)	35·1 (+51)
Seasonally adjusted	*39*	*47*	*53*
Sawn softwood	29·6 (+ 7)	39·2 (+22)	25·2 (+60)
Th. standards	388 (+ 5)	507 (+18)	313 (+52)
Woodpulp	27·9 (+ 9)	31·5 (+11)	34·1 (+30)
Th. tons	647 (+10)	718 (+ 7)	753 (+23)
Wool and other animal hair and tops	37·9 (+10)	46·1 (+40)	54·5 (+24)
Seasonally adjusted	*38*	*49*	*47*
Raw wool	33·4 (+ 7)	40·0 (+35)	49·9 (+24)
Th. tons	70 (— 2)	73 (+10)	87 (+ 0)
Raw cotton	12·7 (+ 0)	14·5 (+ 2)	18·3 (+46)
Th. tons	54 (+ 3)	63 (+ 3)	79 (+45)
Metalliferous ores and scrap	35·4 (— 0)	37·5 (+15)	39·7 (+25)
iron ore	15·4 (— 3)	19·2 (+31)	18·3 (+63)
Th. tons	3,378 (+ 3)	4,186 (+36)	4,183 (+65)
Hides and skins	14·2 (+22)	16·4 (+41)	19·4 (+19)
Crude rubber	13·6 (—14)	12·1 (—13)	13·1 (—21)
Animal and vegetable oils and fats	11·1 (+ 3)	10·7 (+17)	10·4 (— 5)
Seasonally adjusted	*11*	*13*	*13*
Chemicals	49·8 (+16)	56·6 (+26)	62·4 (+30)
Seasonally adjusted	*50*	*56*	*59*
Manufactured goods classified chiefly by material	172·2 (+ 4)	194·3 (+13)	222·5 (+33)
Seasonally adjusted	*173*	*192*	*220*
Wood manufactures	12·9 (+ 6)	14·0 (+ 1)	15·3 (+28)
Newsprint paper and board	27·8 (+ 8)	30·5 (+11)	32·6 (+32)
Cotton yarns and fabrics	14·9 (+ 5)	16·4 (+12)	18·5 (+16)
Other textile manufactures	20·4 (+ 5)	22·7 (+15)	24·7 (+24)
Iron and steel	17·3 (+42)	23·1 (+36)	34·6 (+107)
Th. tons	362 (+55)	516 (+34)	770 (+127)
Non-ferrous metals	57·4 (— 6)	62·3 (+ 7)	70·5 (+21)
Copper	29·2 (—10)	29·2 (+11)	31·4 (— 1)
Th. tons	125 (—11)	123 (+10)	133 (— 2)
Aluminium	13·9 (+10)	14·3 (+ 1)	17·2 (+25)
Total industrial materials (1)	461·1 (+ 5)	524·2 (+16)	560·3 (+26)
Seasonally adjusted	*462*	*520*	*557*
Mineral fuels, lubricants and related materials	143·9 (+ 8)	130·8 (— 1)	154·3 (— 1)
Crude petroleum	97·3 (+ 3)	90·2 (+ 1)	97·9 (— 1)
Mill. galls.	3,592 (+ 5)	3,421 (+ 4)	3,634 (— 1)
Petroleum products	43·0 (+20)	38·8 (+ 3)	45·4 (+ 3)
Mill. galls.	1,140 (+23)	1,096 (+ 8)	1,274 (+ 3)

(1) Crude materials, animal and vegetable oil and fats, chemicals and manufactured goods classified chiefly by materials.

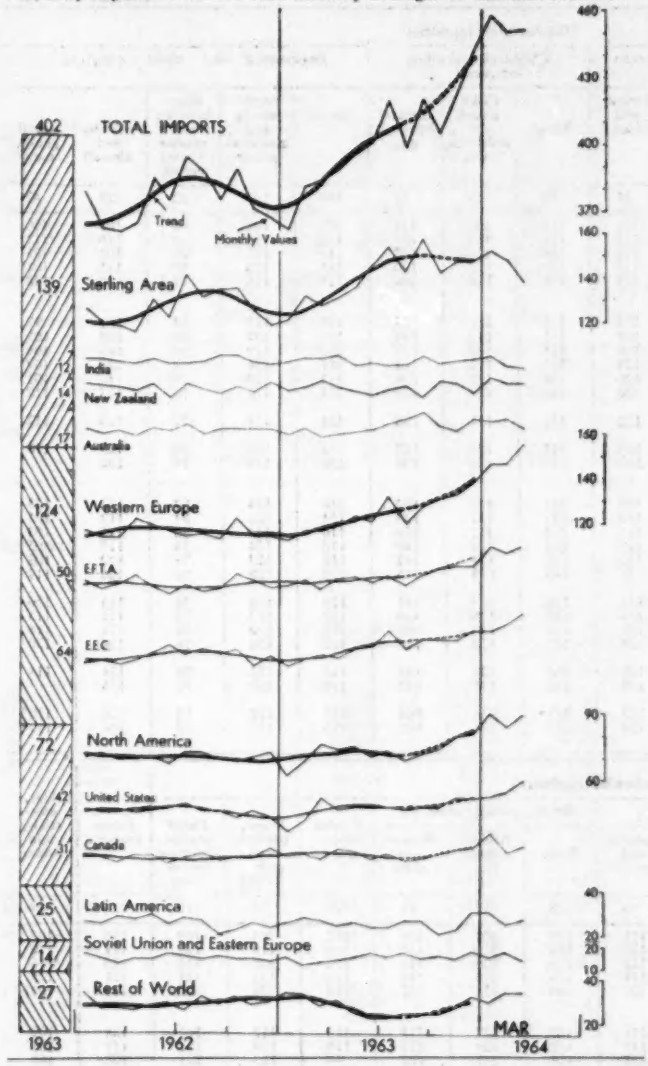
abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustment, for example, in allowance for goods not covered by the Trade Accounts and for the valuation of sugar in the Accounts at the world price rather than, for much of the sugar imported, at the Commonwealth Agreement price.

* Accounts relating to the Trade and Navigation of the United Kingdom, March, 1964, HM Stationery Office, Price 30s., by post 31s.

† Report on Overseas Trade published by HM Stationery Office, price 3s. 6d., by post 3s. 10d. Annual subscription £2 6s.

Imports: areas

Seasonally adjusted £ million c.i.f. monthly averages or calendar months



	1962		1963				1964			
	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	Jan.	Feb.	Mar.
Sterling Area	134	125	126	137	150	145	145	151	147	137
Australia	16	16	15	15	21	18	19	20	21	17
New Zealand	14	15	15	14	13	16	18	20	17	17
India	12	12	12	12	11	12	11	14	10	9
Western Europe	113	115	114	121	126	133	149	146	146	155
Economic Community	60	59	58	62	67	68	75	71	74	79
Free Trade Assocn. (inc. Finland)	44	48	46	49	50	55	63	64	61	64
North America	70	69	68	72	71	78	87	89	83	89
United States and Dependencies	41	38	38	42	42	45	50	47	49	54
Canada	29	30	30	31	29	33	36	40	32	35
Latin America	24	24	26	24	25	24	27	30	25	27
Soviet Union and Eastern Europe	13	13	12	15	15	15	16	15	17	14
Rest of World	28	29	31	26	24	28	33	30	34	34
Total	385	375	375	395	412	422	453	457	450	451

Imports by areas and countries

£ million c.i.f. quarters or quarterly averages

(percentage change on a year earlier)

	Jan.-Sept. 1963	4th quarter 1963	1st quarter 1964
Non-Sterling Area:			
North America	203·9 (+ 2)	256·3 (+14)	251·0 (+29)
Seasonally adjusted	*211*	*233*	*261*
United States & Deps.	115·9 (+ 0)	151·9 (+17)	158·2 (+35)
Seasonally adjusted	*122*	*134*	*151*
Canada	88·0 (+ 4)	104·4 (+10)	92·7 (+21)
Seasonally adjusted	*90*	*98*	*108*
Latin America	77·8 (— 0)	64·2 (+ 1)	81·2 (+ 2)
Seasonally adjusted	*75*	*71*	*81*
Argentina	23·7 (— 3)	17·9 (— 9)	25·6 (— 8)
Venezuela	16·8 (—15)	16·1 (+ 2)	18·7 (+ 2)
Other	37·3 (+10)	30·1 (+ 8)	36·9 (+12)
Western Europe	358·9 (+ 6)	410·2 (+16)	441·3 (+31)
Seasonally adjusted	*361*	*399*	*448*
Economic Community	187·4 (+ 6)	207·2 (+17)	229·6 (+29)
Seasonally adjusted	*187*	*205*	*224*
France	36·5 (+10)	44·1 (+37)	46·4 (+38)
Western Germany	50·7 (+ 6)	56·2 (+11)	69·5 (+44)
Italy	27·5 (— 5)	27·7 (+ 7)	32·1 (+18)
Netherlands	51·7 (+ 5)	54·1 (+10)	56·3 (+15)
Belgium and Luxembourg	21·1 (+17)	25·1 (+32)	25·3 (+29)
Free Trade Association including Finland	145·6 (+ 8)	167·2 (+15)	176·6 (+36)
Seasonally adjusted	*146*	*164*	*190*
Sweden	39·6 (+ 5)	44·5 (+ 1)	53·2 (+54)
Norway	17·8 (+ 8)	19·9 (+16)	24·6 (+30)
Denmark & Greenland	39·9 (+ 5)	45·0 (+17)	43·6 (+16)
Switzerland and Liechtenstein	15·1 (+15)	16·7 (+19)	18·0 (+22)
Portugal, Azores and Madeira	5·2 (+14)	6·7 (+31)	6·7 (+31)
Austria	4·7 (+42)	5·5 (+52)	6·6 (+38)
Finland	23·3 (+ 7)	28·8 (+22)	23·8 (+70)
Spain, Canary Islands and Spanish Ports in North Africa	15·9 (— 9)	21·4 (+26)	21·4 (+19)
Other	9·9 (— 9)	14·4 (+ 7)	13·7 (+13)
Soviet Union and Eastern Europe	40·5 (+ 6)	50·4 (+18)	42·1 (+26)
Seasonally adjusted	*41*	*46*	*47*
Soviet Union	21·2 (+ 7)	27·3 (+11)	17·6 (+ 2)
Other	19·3 (+ 4)	23·1 (+27)	24·4 (+51)
Other Non-Sterling	82·6 (— 2)	76·3 (— 5)	105·4 (+ 6)
Seasonally adjusted	*80*	*83*	*98*
Middle East	39·9 (+ 1)	36·2 (+ 4)	45·9 (— 1)
Japan	13·2 (— 3)	13·3 (+ 6)	20·3 (+ 8)
Other	29·6 (— 5)	26·9 (—18)	39·3 (+15)
Total Non-Sterling	763·7 (+ 3)	857·3 (+12)	921·0 (+24)
Seasonally adjusted	*768*	*832*	*934*
Sterling Area:			
Australia	49·9 (+10)	56·6 (+16)	60·2 (+32)
Seasonally adjusted	*51*	*54*	*57*
New Zealand	44·9 (+ 1)	39·0 (+ 7)	67·2 (+20)
Seasonally adjusted	*42*	*47*	*54*
India	33·3 (+ 4)	40·9 (+ 2)	36·6 (— 7)
Seasonally adjusted	*35*	*36*	*32*
Pakistan	6·8 (— 0)	7·9 (—13)	7·4 (—24)
Ceylon	10·6 (— 3)	9·8 (+ 6)	8·0 (—22)
Hong Kong	16·6 (+21)	18·3 (+34)	19·6 (+28)
Malaysia	11·9 (—13)	12·2 (+ 6)	14·0 (+ 8)
Ghana	5·1 (—17)	6·8 (+87)	6·2 (+99)
Nigeria	19·9 (+ 3)	18·1 (+20)	19·9 (+10)
Rhodesia and Nyasaland	23·5 (— 5)	27·3 (+27)	17·8 (+ 2)
Kenya	4·9 (+24)	3·8 (+14)	4·7 (— 9)
Jamaica	9·3 (+78)	3·7 (+37)	8·6 (+ 9)
Trinidad and Tobago	10·3 (+29)	7·8 (+11)	11·2 (+14)
Irish Republic	37·8 (+10)	38·5 (+ 8)	42·2 (+26)
South Africa	30·6 (+12)	22·9 (+10)	33·0 (+25)
Middle East	60·8 (+15)	53·8 (— 3)	57·2 (— 1)
Other	39·7 (+40)	56·7 (+71)	46·3 (+50)
Total Sterling Area	415·9 (+10)	424·2 (+16)	460·1 (+15)
Seasonally adjusted	*413*	*435*	*435*
Total all countries	1,179·6 (+ 5)	1,281·5 (+13)	1,381·1 (+21)
Seasonally adjusted	*1,183*	*1,265*	*1,358*

Index of industrial production for February

THE PROVISIONAL index of production for February, 1964, prepared by the Central Statistical Office, is 126 (seasonally adjusted). For the three months December-February the average indices both for all industries and for manufacturing were 2½ per cent higher than in the previous three months. Most industry groups in the index contributed to this increase.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available: in particular, the seasonal factors have been recalculated to take 1963 experience into account, and the new factors have caused some revisions to the seasonally adjusted figures for 1962 and 1963.

Average 1958 = 100

	Total all industries	Mining and quarrying	Manufacturing industries: Total all manufacturing industries	Food drink and tobacco: Total	Food	Drink and tobacco	Chemicals and allied industries: Total	Coke ovens, oil refineries, etc.	General chemicals, etc.	Engineering and allied industries: Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1959	105·1	97	106·0	104	102	107	111	107	111	105	105	94	109	100
1960	112·4	94	114·6	107	104	112	122	117	123	112	114	85	118	112
1961	113·9	93	114·8	110	107	116	124	122	125	113	121	86	109	105
1962	115·0	95	115·2	112	110	116	129	120	130	115	123	87	111	101
1963 (prov.)	118·9	95	119·8	115	112	121	138	124	140	119	126	77	120	108
Unadjusted:														
1962 3rd quarter	110	86	110	110	108	113	126	121	126	108	117	85	101	97
4th quarter	117	99	118	115	113	119	131	122	133	116	127	84	110	103
1963 1st quarter	115	97	116	108	109	106	135	120	137	118	126	80	119	106
2nd quarter	119	98	120	118	112	129	140	127	142	119	124	78	125	107
3rd quarter	114	86	115	114	111	120	134	119	136	112	120	75	112	101
4th quarter (prov.)	127	99	127	120	115	128	144	129	146	125	134	76	123	119
1963 Dec. (prov.)	122	92	121	114	109	122	137	131	138	121	134	77	113	112
1964 Jan. (prov.)	124	95	123	103	105	100	144	125	147	122	126	76	127	118
Feb. (prov.)	130	103	131	112	108	118	152	136	155	130	136	76	132	
Seasonally adjusted:														
1962 3rd quarter	116	96	116	112	111	115	131	122	132	116	124	87	112	103
4th quarter	115	95	115	113	111	117	131	121	133	114	122	84	112	101
1963 1st quarter	113	92	115	112	110	115	132	121	134	116	124	80	115	103
2nd quarter	118	95	118	114	110	120	138	125	140	116	124	78	117	105
3rd quarter	120	95	121	117	114	122	139	121	142	119	127	76	120	108
4th quarter (prov.)	124	96	125	117	113	125	143	128	146	123	129	75	126	117
1963 Sept.	121	95	122	116	113	121	138	123	141	120	128	74	123	110
Oct.	123	95	124	117	113	124	143	126	146	122	127	75	127	113
Nov.	124	96	125	117	112	125	143	130	146	124	130	75	127	116
Dec. (prov.)	125	97	125	117	113	125	143	128	146	123	130	76	124	120
1964 Jan. (prov.)	126	96	127	114	110	121	146	128	149	126	133	76	129	119
Feb. (prov.)	126	97	128	115	109	127	146	137	147	125	133	77	125	
Sept.-Nov. (av.)	123	96	124	117	113	123	142	126	144	122	128	75	126	110*
Dec.-Feb. (av.) (prov.)	126	97	127	116	111	124	145	131	147	125	132	76	126	119*

	Manufacturing industries (continued): Metal manufacture: Total	Ferrous	Non-ferrous	Textiles, leather and clothing: Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Bricks, pottery, glass, etc.: Total	Bricks, cement, etc.	Pottery and glass	Timber furniture, etc.	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1959	104	104	107	107	106	103	111	106	107	106	112	107	108	106	103
1960	121	121	123	113	110	102	120	118	120	116	114	119	120	111	110
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963 (prov.)	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
Unadjusted:															
1962 3rd quarter	101	100	107	104	98	89	118	122	127	115	113	113	115	124	102
4th quarter	109	107	117	113	112	99	117	127	129	123	114	128	121	117	139
1963 1st quarter	109	107	119	111	108	101	118	116	111	122	90	123	123	100	162
2nd quarter	112	110	118	110	108	98	115	131	136	123	113	129	127	124	118
3rd quarter	107	106	112	108	103	91	120	129	135	119	120	118	120	127	107
4th quarter (prov.)	123	122	126	121	119	105	127	143	143	143	127	140	133	131	145
1963 Dec. (prov.)	118	117	120	107	108	99	105	131	133	129	109	130	126		162
1964 Jan. (prov.)	119	116	130	115	115	105	117	141	141	141	120	142			167
Feb. (prov.)		135		126	121		139		146		123	142			162
Seasonally adjusted:															
1962 3rd quarter	108	107	115	109	105	97	118	127	130	122	111	123	120	124	125
4th quarter	107	105	114	109	105	96	117	126	129	120	108	123	119	116	127
1963 1st quarter	107	104	116	108	106	97	114	117	113	122	99	121	123	102	137
2nd quarter	109	107	116	111	108	98	119	128	133	119	112	126	123	124	129
3rd quarter	114	113	119	114	111	99	121	134	138	127	117	129	126	127	130
4th quarter (prov.)	121	120	123	116	112	102	126	141	143	139	120	135	131	131	133
1963 Sept.	116	115	120	113	110	100	122	137	140	132	122	129	127		131
Oct.	118	117	123	116	113	101	124	141	141	141	118	133	128		133
Nov.	121	120	123	118	112	102	131	141	143	139	121	135	132		131
Dec. (prov.)	124	124	125	115	112	102	123	142	144	139	121	136	132		135
1964 Jan. (prov.)	120	118	131	120	117	102	129	146	146	145	135	140			135
Feb. (prov.)		129		120	117		128		147		129	141			136
Sept.-Nov. (av.)	116*	117	121*	116	112	100*	125	137*	141	133*	120	132			132
Dec.-Feb. (av.) (prov.)	122*	124	126*	118	115	102*	127	143*	146	141*	128	139			135

* Latest available three months (November-January) and previous three months (August-October).

Production of cars and commercial vehicles

THE FOLLOWING table shows figures of production of road vehicles for periods up to and including March 1964, and exports of these goods as recorded in the Trade and Navigation Accounts. Both groups of figures cover complete vehicles (including unassembled vehicles for export) and chassis with engines for delivery as such.

Production

Number

	No. of weeks	Passenger cars (including taxis)		Commercial road vehicles			
				Goods		Omnibuses, coaches and trolleybuses	
		Total	Weekly average	Total	Weekly average	Total	Weekly average
1960	52	1,352,728	26,014	438,924	8,441	19,048	366
1961	52	1,003,967	19,307	443,117	8,521	17,050	328
1962	52	1,249,426	24,027	408,514	7,856	16,590	319
1963	52	1,607,939	30,922	385,717	7,418	18,064	347
1962 1st quarter	13	327,407	25,185	107,682	8,283	4,269	328
2nd quarter	13	331,820	25,525	101,671	7,821	3,862	297
3rd quarter	13	289,060	22,235	92,818	7,140	3,941	303
4th quarter	13	301,139	23,165	106,343	8,180	4,518	348
1963 1st quarter	13	382,203	29,400	97,431	7,495	4,985	383
2nd quarter	13	420,896	32,377	96,589	7,430	4,607	354
3rd quarter	13	366,229	28,171	88,727	6,825	3,884	299
4th quarter	13	438,611	33,739	102,970	7,921	4,588	353
1964 1st quarter	14	518,133	37,010	118,577	8,470	5,057	361
1963 January	4	105,213	26,303	29,460	7,365	1,457	364
February	4	121,872	30,468	30,401	7,600	1,772	443
March	5	155,118	31,023	37,570	7,514	1,756	351
1964 January	5	185,349	37,070	44,696	8,939	1,863	373
February	4	154,415	38,604	34,154	8,539	1,588	397
March	5	178,369	35,674	39,727	7,945	1,606	321

Exports

Number

	Passenger cars (including taxis)	Commercial road vehicles	
		Goods	Omnibuses coaches and trolleybuses
1960	569,889	139,134	6,391
1961	370,744	160,046	6,913
1962	544,924	140,789	7,419
1963	615,827	150,654	7,662
1962 1st quarter	141,762	36,236	2,011
2nd quarter	146,500	38,205	2,008
3rd quarter	130,262	32,004	1,636
4th quarter	126,400	34,344	1,764
1963 1st quarter	150,305	36,944	1,882
2nd quarter	156,372	39,926	2,133
3rd quarter	142,178	34,289	1,837
4th quarter	166,972	39,495	1,810
1964 1st quarter	183,470	42,576	1,965
1963 January	44,456	11,044	603
February	49,980	11,737	641
March	55,883	14,143	639
1964 January	56,077	13,171	597
February	62,469	13,260	663
March	65,010	16,168	706

Note:

There are certain differences of timing and coverage between the production and export figures, e.g., the export figures include battery-operated road vehicles throughout and from January 1963 road tractors, while the production figures exclude the battery-operated road vehicles and include road tractors. Station wagons and estate cars are included with passenger cars throughout. The quarterly export figures include amendments not made to monthly figures.

Census of Production for 1964

ARRANGEMENTS for the Census of Production to be taken in 1965 in respect of the year 1964 have now been settled after consultation with the Census of Production Advisory Committee. Following the detailed, comprehensive Census of Production which is now being taken for the year 1963 the census for 1964 will be on similar lines to the simplified censuses taken in respect of the years 1959 to 1962. It will include firms engaged in mining and quarrying, manufacturing, construction and water supply but will, however, be further simplified, by the elimination of the question on sales and work done, and by a reduction in the number of businesses required to make returns.

The questions asked will relate only to capital expenditure and to stocks and work in progress. (Exceptionally, additional information about employment will be required from the construction industry.)

Although, as in the past, an approach will continue to be made to a sample of firms employing 25 or more persons in the construction industry, in most other industries only the largest businesses will be asked for returns.

In recent years the number of contributors to the Board of Trade's voluntary monthly or quarterly inquiries into stocks and capital expenditure has greatly increased and at present over 2,000 of the largest firms in manufacturing industry, accounting for about two-thirds of total stocks and capital expenditure, regularly provide figures. In order that estimates of capital expenditure and changes in stocks should be available for the year 1964 as a whole in somewhat greater industry detail and with greater reliability than is possible from the figures provided quarterly by the voluntary contributors it is proposed, in the Census of Production for 1964, to ask about 1,500 additional firms to submit a return. In the previous simplified census – that for 1962 – about 10,000 firms were asked to make a return. For 1964 only the largest firms, not already voluntary contributors, will be approached. The employment size above which firms will be required to make returns will vary in different industry groups. Not many businesses employing fewer than 500 persons are likely to be asked to make returns except in a few industry groups where there is a substantial proportion of firms employing fewer than that number of persons. In a few industries, where the largest firms are predominant, the limit will be set as high as 750 employees.

In order to make possible the provision of separate figures for Scotland and for Wales additional returns will be required and in these countries firms employing over 200 persons will be approached.

Census returns will not be required from firms supplying the Board of Trade with monthly or quarterly figures of stocks and capital expenditure.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from H.M. S.O. P.O. Box 569, London, S.E.1:

Monthly at £1 a year, post free:

Rotating Electrical Machinery for November 1963.
Internal Combustion Engines for December 1963.
Office Machinery for January 1964.
Electric Lamps for February 1964.
Gramophone Records for February 1964.
Locomotives for February 1964.
Motor Cycles, Three-wheel Vehicles, Pedal Cycles and Parts for February 1964.
Pottery and Electrical Ware for February 1964.

Quarterly at 7s. 6d. a year, post free:

Paint and Vanish for October-December 1963.
Narrow Fabrics for December 1963-*February* 1964.

SHEET METAL MACHINERY, MACHINE TOOLS, PRESSES, PLASTICS & WOODWORKING MACHINES

New and used — many of each EX STOCK — for cash or monthly account, hire purchase or by the F J E Machine Hire Plan.
May we tell you more ?

F.J.Edwards Ltd

EDWARDS HOUSE
359-361 EUSTON RD., LONDON, N.W.1
Phone: EUSton 5000 Telex 24264
Grams: Bescotools London NW1

and Lansdowne House
41 Water St., Birmingham 3
CENtral 7606-8
Grams: Bescotools Birmingham 3

Orders, deliveries, production and exports in the engineering industries

THE FIRST estimates indicate that total new orders received in February by industries producing engineering and electrical goods (Order VI of the Standard Industrial Classification) and locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification) were little higher than a year earlier. New home orders received in February this year were lower than in February 1963 when the total had been affected by large power station ordering; new export orders rose by a fifth. Later figures give a smaller rise in orders on hand during January than was indicated by the first estimates but the revised figures still show that the level of ordering in January this year was substantially higher than a year earlier. Taking January and February together to reduce the erratic monthly movements in the series new export orders were 16 per cent higher and new home orders 5 per cent higher than in the corresponding period in 1963. Home deliveries continued to rise in February when they were about a tenth higher than a year earlier; export deliveries were just lower. After dipping in January export orders on hand rose again in February to the high level of last December. Order books for home markets showed a further increase in February.

It is provisionally estimated that production in the engineering and electrical goods industries in February was 9 per cent higher than in February 1963. In the first two months of this year production increased by one tenth compared with a year earlier as against an increase of 5 per cent on a year earlier in the last quarter of 1963.

An account of the statistics of deliveries, orders on hand and net new orders in Table I for the wider group of engineering and allied industries with definitions of the industries covered was published in an article in the *Board of Trade Journal* on July 22, 1960 (page 182). A description of the scheme of engineering statistics with details of the basis and scope of the statistics in Table 2 and definitions of the industries covered appeared in an article in the *Board of Trade Journal* on May 8, 1959 (page 1077).

New companies registered in March

BELOW are details of new companies registered in Great Britain during March, 1964, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	2	3,226	3,228
£1,000 and under £10,000	1	1,431	1,432
£10,000 and under £50,000		289	289
£50,000 and under £100,000		34	34
£100,000 and under £1,000,000		21	21
£1,000,000 and above		2	2
Total number	3	5,003	5,006
Total amount of nominal capital	'000's £5	'000's £16,649	'000's £16,654

Companies registered in Great Britain in 1963-1964

	1963		1964	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	3,178	8,336	4,035	9,654
February	3,250	6,766	3,663	29,949
March	3,927	10,470	5,006	16,654
April	3,698	8,253		
May	3,642	8,459		
June	2,995	7,182		
July	3,722	9,133		
August	3,089	8,481		
September	3,159	7,313		
October	3,866	10,098		
November	3,516	7,501		
December	3,641	13,466		
Total	41,683	105,458		

Retail sales in N. Ireland in February

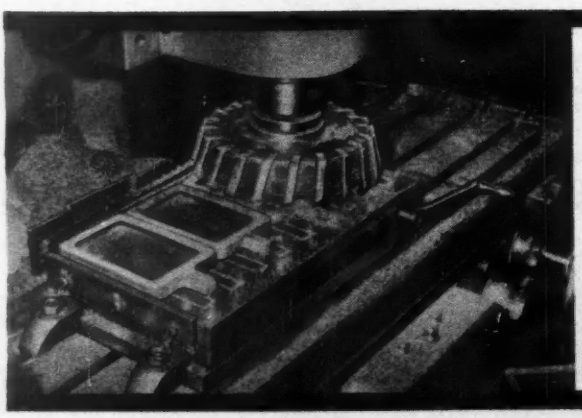
STATISTICS prepared by the Ministry of Commerce show that the total value of retail sales in Northern Ireland in February was 10 per cent higher than a year earlier, compared with increases of 8 per cent in January and 4 per cent for last year as a whole.

Food shops and clothing and footwear shops showed increases of 7 per cent and 8 per cent respectively on a year earlier, while household goods shops showed an increase of 21 per cent compared with the year earlier figure.

Further details may be had on application to Northern Ireland Index of Retail Sales, Room 35, Ministry of Commerce, Chichester House, Belfast. (Tel. Belfast 28271, Ext. 113).

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1962 Year	103	+3	105	+5	100	Nil	104	+4	101	+1
1963 Year	107	+4	110	+4	106	+6	107	+2	102	+2
1963 First quarter	97	+4	106	+4	88	+6	96	+1	86	+1
Second quarter	105	+3	110	+5	105	+3	102	—2	98	+2
Third quarter	104	+4	107	+3	100	+8	108	+8	102	+3
Fourth quarter	121	+4	116	+5	132	+5	121	+4	123	+1
1963 July	101	+4	104	+4	92	+4	102	+6	104	+5
August	105	+3	108	+2	103	+8	105	—2	103	+1
September	106	+7	109	+5	104	+12	116	+20	99	+2
October	109	+5	111	+5	112	+5	117	+5	100	+2
November	117	+3	115	+4	131	+2	126	+3	108	+2
December	138	+4	123	+4	152	+9	120	+4	160	Nil
1964 January	102	+8	110	+5	91	+8	107	+21	94	+10
February	106	+10	115	+7	93	+8	118	+21	94	+12



LET Eclipse SOLVE YOUR MAGNETIC WORK-HOLDING PROBLEM

As the originators of PERMANENT MAGNET TOOLS, the Eclipse organisation can offer the best technical advisory service to your PRODUCTION ENGINEERS. Magnetic Lathe Chucks, Rectangular Chucks and other MAGNETIC TOOLS can quickly help to keep down your rising costs.

For further information and supplies contact your local Eclipse Distributor.

Eclipse THE FIRST NAME FOR MAGNETIC TOOLS

Made by JAMES NEILL & CO. (SHEFFIELD) LTD. and obtainable from all tool distributors

PM.213

Engineering industries (a)

Table 1: Index numbers of the volume of orders and deliveries (b)

	Total			Export			Home		
	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	88	100	100	93	100
1959	101	105	104	102	103	102	101	106	105
1960	117	123	114	119	122	111	117	123	115
1961	120	123	122	126	122	118	117	123	123
1962	115	120	123	129	128	126	109	117	122
1963*	135	138	126	143	142	133	132	137	123
1962 1st quarter	121	130	125	130	137	124	118	128	125
2nd quarter	120	122	125	129	124	127	117	121	124
3rd quarter	119	115	117	129	118	119	116	113	116
4th quarter	115	115	126	129	133	132	109	108	123
1963 1st quarter	117	132	126	123	121	139	115	135	122
2nd quarter	123	138	123	128	146	133	121	135	120
3rd quarter	130	140	120	136	146	124	128	137	119
4th quarter*	135	144	133	143	155	137	132	140	131
1962 October	118	115	125	129	127	129	114	111	123
November	116	115	126	130	142	130	111	105	125
December	115	113	126	129	129	136	109	108	122
1963 January	115	116	112	127	108	125	111	119	108
February	118	146	127	125	129	144	115	153	122
October*	132	143	131	138	150	135	130	141	130
November*	133	143	136	139	145	137	131	142	135
December*	135	146	132	143	169	140	132	138	130
1964 January*	136	132	125	141	120	133	134	137	121
February*	138	150	136	143	154	143	136	149	134

* Provisional.
(a) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(b) At constant (average 1958) prices. (c) Adjusted to allow for differences in the length of calendar months, but not for holidays or for other seasonal variations.

Table 2: Engineering and electrical goods industries (S.I.C. Order VI) volume of production, exports and orders on hand

	Production (a)			Exports (c)	Orders-on-hand (end of period) (d)			
	Total	Mechanical engineering (b)	Electrical engineering		Total	For export	For home market	
	1958 = 100			1961 = 100	December 1958 = 100			
1958	100	100	100	81	100	100	100	1958
1959	105	103	110	82	101	102	101	1959
1960	114	112	116	91	119	121	118	1960
1961	121	122	120	100	122	127	120	1961
1962	123	122	126	100	118	130	114	1962
1963	126*	122*	134*	106	139*	144*	137*	1963
1962 1st quarter	124	125	123	101	124	132	121	1962 1st quarter
2nd quarter	125	124	127	107	123	131	120	2nd quarter
3rd quarter	117	115	119	94	123	131	120	3rd quarter
4th quarter	127	123	134	101	118	130	114	4th quarter
1963 1st quarter	126	123	131	111	121	124	119	1963 1st quarter
2nd quarter	124	121	131	111	127	130	126	2nd quarter
3rd quarter	120	116	129	97	135	139	134	3rd quarter
4th quarter	134*	128*	145*	107	139*	144*	137*	4th quarter
1962 October	126	122	135		122	131	118	1962 October
November	129	124	138		120	132	116	November
December	126	123	131		118	130	114	December
1963 January	114	111	120		119	128	115	1963 January
February	125	122	131		121	127	119	February
October	130*	124*	140*		137*	142*	136*	October
November	138*	131*	151*		138*	141*	137*	November
December	134*	128*	144*		139*	144*	137*	December
1964 January	126*	—	—		140*	143*	139*	1964 January
February	136*	—	—		142*	144*	141*	February

* Provisional.
(a) Adjusted to show changes in the average weekly rate of production, and eliminate the effect of variation in the length of calendar months, though not that of holidays and other seasonal factors.
(b) Including the scientific, surgical and photographic instruments, etc., and watches and clocks industries.
(c) Index of the value, at 1961 prices, of exports of goods of types made in the engineering and electrical goods industries.
(d) Index of the total value, at 1958 prices, of orders held in these industries.

Latest company results show further increase in profits

IN THE three months ended March 31, 1964, the Board of Trade's Statistics Division received accounts from 350 quoted companies for their accounting years ending in April 1963 or later; 138 of the accounts related to a year ending in September and 110 to December.

These companies number about one-sixth of all companies engaged mainly in manufacturing and distribution in the United Kingdom whose accounts are analyzed by the Board of Trade (companies with assets of less than £0·5 million are excluded from the analysis) but they account for just over one-fifth of total income and assets; therefore the companies whose accounts are analyzed in the present article are, on average, slightly larger than the typical quoted company. Many steel companies and breweries have autumn accounting dates and the metal manufacturing and drink industries are over-represented compared with the weight they would carry in an annual analysis. The tobacco and food industries are also over-represented, whilst the chemical industry and the distributive trades are under-represented.

Table A shows the pattern of the accounts in the present analysis in terms of their accounting dates and the date the accounts were received by the Board of Trade. Table B shows how the industrial distribution of assets of the companies whose accounts are now analyzed compares with the industrial pattern of quoted companies as a whole.

Company income

Gross trading profits of the companies included in this analysis at £518 million were 12 per cent higher than they were a year earlier. (In the year ended September 1963, which most nearly corresponds, the gross trading profits of all companies, as estimated in the national income accounts, amounted to £3,790 million, a rise of nearly 7 per cent over the figure for the preceding twelve months.) The recovery in profits of quoted companies after the downturn of 1961 and 1962 was first shown in the accounts received in the third quarter of 1963, and the rate of increase compared with a year earlier has risen in the accounts analyzed in each subsequent quarter.

The present analysis shows that of the 22 individual industrial groups for which separate figures are calculated, all but two showed increased trading profits over the previous year. The largest increases were recorded by the vehicles industry (from £16 million in 1962 to £27 million in 1963) and the electrical engineering industry (from £32 million in 1962 to £42 million in 1963). The food industry showed a rise of £7 million and the drink and retail distribution industries each showed gains of £4 million. Of the remaining industries, all but timber and construction (which together suffered a loss of well under £¼ million) showed gains of up to £3 million.

Income appropriations showed much the same trend as was apparent in the accounts of companies reporting up to the end of the previous quarter. Tax appropriations rose by £15 million, depreciation provisions by £14 million, dividend distributions by £9 million, interest on long-term loans by £7 million and the amount retained in reserves by £3 million. There was little change over the previous year in the proportional distribution of income. Depreciation provisions plus the amount retained in reserves (excluding future tax reserves) which together are available to finance companies' expansion, rose by 8 per cent from £227 million in 1962 to £245 million in 1963 and accounted for 45 per cent of gross income, a somewhat higher proportion than in recent years. Details of the appropriation of company income are shown in Table 1.

Company expenditure at low level

Apart from stockbuilding, expenditure of companies reporting remained at a low level in 1963. There was a fall over the previous year in the amount of trade and other credit granted, a decrease of £35 million in expenditure on fixed assets and only £54 million was spent on acquiring subsidiaries, £45 million less than in 1962.

Expenditure on stocks, however, showed a rise of £30 million over the 1962 figure. The largest increases, of between £10 million and £15 million, were attributable to the food, tobacco and metal manufacturing industries, but the electrical and non-electrical

Table A. Spread of accounting dates

	Accounting year ending in month shown	Accounts received by Statistics Division in month shown
1963 April	1	—
May	3	—
June	11	—
July	11	—
August	9	—
September	138	—
October	35	—
November	21	—
December	110	—
1964 January	7	119
February	3	70
March	1	161
Total	350	350

Tale B. Industrial distribution of company assets, 1962

£ million
(Percentage of total in brackets)

Industry	Net assets in 1962 of companies included in present analysis (350 companies)		Net assets in 1962 of all companies included in annual analysis (1,981 companies)	
Metal manufacture	906	(28)	1,405	(10)
Drink	358	(11)	1,118	(8)
Non-electrical engineering	253	(8)	1,162	(8)
Tobacco	241	(7)	371	(3)
Food	229	(7)	649	(4)
Textiles	209	(6)	1,019	(7)
Electrical engineering	208	(6)	1,050	(7)
Vehicles	139	(4)	763	(5)
Chemical and allied	120	(4)	2,022	(14)
Retail distribution	114	(3)	947	(6)
Bricks, etc.	75	(2)	487	(3)
Other industries	410	(13)	3,642	(25)
Total	3,262	(100)	14,635	(100)

Table C

Uses of funds	£ million 1962	1963
Increase in value of stocks	7	37
Increase in net trade and other credit	15	—21
Expenditure on fixed assets	323	288
Expenditure on acquiring subsidiaries	99	54
	444	358
Sources of funds		
Depreciation provisions and balance retained in reserves	216	265
Increase in amount owing to banks	21	18
Additions to tax and dividend accruals	—18	—
Receipts from issues of ordinary shares	83	29
Receipts from issues of preference shares and long-term loans	95	9
Fall in holdings of cash and marketable securities, etc.	27	—5
Other items and adjustments	20	42
	444	358

engineering industries showed falls in stocks of the same magnitude. Increases of between £2 million and £6 million were recorded by shipbuilding, textiles, metal goods and the distributive trades.

The low level of expenditure in 1963 together with the rise in internally generated funds eased demands for finance by companies and only £38 million was raised by issues of shares and long-term loans compared with the £178 million raised in 1962. Borrowing from banks rose slightly from £214 million in 1962 to £228 million in 1963 and at the same time liquid assets by way of cash and marketable securities rose by £5 million. Table C summarizes the position, which is shown in greater detail in Table 3.

There was a further fall this quarter in contracts for future capital expenditure, from £131 million in 1962 to £118 million in 1963, mainly attributable to companies classified to metal manufacturing and vehicles.

Notes:

Tables 1-3 present the second analysis of accounts for the 'year' 1963 (with comparable figures for 1962) based on accounts received by the Board of Trade up to the end of March 1964.

The figures are not quarterly in the sense of representing experience during a quarter; a company's accounts relate to a year's experience and the average period reflected in an aggregation of company accounts will depend on the spread of accounting dates represented by the accounts. In general, accounts received in a later quarter represent annual experience centred on a later date than those received in an earlier quarter; but since there is a seasonal

Table 1. Quoted companies — appropriation of income

Accounts received between January 1 and March 31, 1964. £ thousand

	Manufacturing and Distribution		Manufacturing Industries	
	1962	1963	1962	1963
Number of companies (a)	356	350	271	267
Trading profit (before depreciation and other provisions)	462,453	517,629	400,343	447,624
Less provision for depreciation	135,381	148,577	121,361	132,132
Less other provisions	5,223	8,149	3,394	5,701
Trading profit	321,849	360,903	275,588	309,791
Plus income from investments	21,191	23,851	19,058	21,583
Plus other income	6,523	1,987	6,246	1,738
Less interest on long-term liabilities	23,336	29,588	21,157	26,600
Net income (before taxation)	326,227	357,153	279,735	306,512
Less taxation	149,121	163,777	125,867	138,377
Net income (after taxation)	177,106	193,376	153,868	168,135
Plus prior year adjustments:				
Tax	6,678	2,187	6,004	2,099
Other	—791	284	—869	508
Disposable income	182,993	195,847	159,003	170,742
Less dividends (net):				
Ordinary	84,157	92,872	73,750	80,825
Preference, etc.	6,740	6,976	5,683	5,786
Less share due to minority interest	4,563	5,215	3,777	4,241
Balance retained in reserves	87,533	90,784	75,793	79,890

(a) The 1962 figures include companies which were independent in that year but which were acquired in 1963 by another company in the population.

Table 2. Quoted companies — balance sheet summary

Accounts received between January 1 and March 31, 1964. £ thousand

	Manufacturing and Distribution		Manufacturing Industries	
Balance sheet at end of year	1962	1963	1962	1963
Fixed assets:				
Tangible fixed assets, net	2,063,136	2,194,561	1,835,613	1,927,811
Goodwill, etc.	134,089	144,954	103,203	102,527
Trade investments	117,107	137,912	107,671	127,378
Investments in unconsolidated subsidiaries	21,646	4,757	3,980	4,225
Total fixed assets	2,335,978	2,482,184	2,050,467	2,161,941
Current assets:				
Stocks and work-in-progress	1,045,085	1,094,059	970,490	998,593
Trade debtors	691,473	754,799	621,410	668,948
Other debtors	11,219	6,160	10,953	4,910
Marketable securities	81,953	80,027	61,615	62,081
Tax reserve certificates	30,167	27,239	23,994	22,135
Cash	117,553	129,387	99,884	109,659
Total current assets	1,977,450	2,091,671	1,788,346	1,866,326
Less current liabilities:				
Bank overdrafts and loans	213,792	228,376	193,026	197,636
Trade creditors	531,724	605,297	466,773	520,582
Other creditors	39,309	50,732	38,694	43,267
Dividends and interest due	59,547	68,333	51,681	58,826
Current taxation	173,089	165,221	149,434	140,135
Provisions	34,448	34,407	30,085	30,298
Total current liabilities	1,051,909	1,152,366	929,693	990,744
Net current assets	925,541	939,305	858,653	875,582
Total net assets	3,261,519	3,421,489	2,909,120	3,037,523
Less future tax reserves	103,156	120,839	86,642	101,808
Less long-term loans	546,089	556,876	501,863	505,323
Less minority interest in subsidiaries	67,527	74,193	51,587	56,581
Shareholders' interest in total net assets	2,544,747	2,669,581	2,269,028	2,373,811
Represented by:				
Issued share capital:				
Ordinary shares	976,484	1,037,053	880,455	927,986
Preference, etc., shares	194,127	198,228	162,652	167,132
Capital and revenue reserves	1,374,136	1,433,700	1,225,921	1,278,693
Contracts for capital expenditure not provided for	130,854	117,927	115,296	96,401
Accumulated depreciation on fixed assets	948,421	1,065,347	855,818	954,550

Table 3. Quoted companies — sources and uses of capital funds during year

Accounts received between January 1 and March 31, 1964. £ thousand

	Manufacturing and Distribution		Manufacturing Industries	
	1962	1963	1962	1963
Sources of funds:				
Receipts from issues of:				
Long-term loans	84,074	8,097	77,363	3,800
Ordinary shares	83,447	28,693	63,493	18,354
Preference, etc., shares	10,461	939	3,523	767
Total loan and share capital issued	177,982	37,729	144,379	22,921
Increase in amount owing to:				
Banks	21,347	18,156	23,738	4,580
Trade creditors	24,340	61,474	19,696	52,809
Other creditors	5,904	11,334	6,755	4,878
Addition to accruals:				
Tax	—20,649	—8,816	—24,066	—9,809
Dividends and interest	2,335	8,429	1,291	7,019
Total increase in credit received	33,277	90,577	27,414	59,477
Balance retained in reserves	87,533	90,784	75,793	79,890
Provisions out of income for depreciation, etc.	140,604	156,726	124,755	137,833
Additions to future tax reserves	—12,063	17,081	—12,313	14,716
Total addition to reserves and provisions	216,074	264,591	188,235	232,439
Increase in liability to minority shareholders	—10,985	4,047	—2,165	2,826
Surplus on disposal of fixed assets	18,805	10,019	17,673	7,905
Other receipts on capital account	628	576	552	483
Total of other sources	8,448	14,642	16,060	11,214
Total sources of funds	435 781	407,539	376,088	326,051
Uses of funds:				
Expenditure on:				
Tangible fixed assets	295,242	258,302	263,398	207,171
Goodwill and other intangibles	1,885	8,015	945	2,987
Trade investments	25,978	21,902	25,327	21,587
Total expenditure on fixed assets	323,105	288,219	289,670	231,745
Increase in value of:				
Stocks	7,367	37,050	3,034	26,616
Trade debtors	35,079	57,088	34,007	47,352
Other debtors	9,665	—5,140	9,658	—6,124
Total increase in stocks and debtors	52,111	88,998	46,699	67,844
Expenditure out of provisions	4,197	6,235	2,165	3,576
Other expenditure on capital account	4,708	5,911	4,545	5,396
Expenditure on acquisition of subsidiaries	98,633	53,593	77,145	36,923
Adjustments due to consolidation	—22,731	—40,004	—17,236	—25,271
Total of other uses	84,807	25,735	66,519	20,824
Total uses of funds	460,023	402,952	402,988	320,413
Balance represented by:				
Increase in holdings of:				
Marketable securities	—19,095	—4,060	—22,946	—2,351
Tax reserve certificates	—12,176	—2,480	—11,425	—1,809
Cash	4,657	11,278	5,078	9,957
Residual and other adjustments	2,372	—151	2,393	—159
Total balancing items	—24,242	4,587	—26,900	5,638

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday April 24, 1964.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
Nightmare	Rank Film Distributors Ltd.	Hammer Film Productions Ltd.	Br/E 29359	82	April 20
The Evil of Frankenstein	" "	" "	Br/E 29360	84	April 20
Lonely Boy	Contemporary Films Ltd.	National Film Board of Canada	Br/E 29363	27	April 20
The Runner	" "	" "	Br/E 29364	10	April 20
My Financial Career	" "	" "	Br/E 29365	7	April 20
Pathe Pic. Series 482/494: *Pathe Pic. No.* 489	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29366	8	April 22
Movietone News 1819A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29015	7	April 24
Movietone News 1820	" "	" "	Br/E 29016	7	April 24
Pathe News 64-33	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29080	8	April 24
Pathe News 64-34	" "	" "	Br/E 29081	8	April 24
		FOREIGN			
Sold into Egypt	E. J. Fancey Productions Ltd.	Jolly Film, Rome	F 29361	104	April 20
Alone in Moscow	" "	Gorky Film Productions, Moscow	F 29362	72	April 20
Spotlight on Tasmania	Twentieth Century-Fox Film Co. Ltd.	Movietonenews Incorporated	F 29367	9	April 22
Atomic Lady	" "	" "	F 29368	10	April 22
Two on a Pass	" "	" "	F 29369	20	April 22
Il Mare (The Sea)	Academy Cinema Ltd.	Globe Films International, S.P.A., Rome	F 29370	104	April 24

CORRECTION TO THE REGISTER:
The playing time of the film 'Tormented' (F 29353) registered on April 16, 1964, has been corrected to read 60 minutes.

British film fund agency

THE BRITISH Film Fund Agency has published the following information for the four weeks ended March 28, 1964:

Distributors' earnings submitted:		
High cost films	£517,929	
Low cost films		
Eligible (after multiplying by 2½)	£66,621	
Not eligible for 2½ times rental	£16,081	
		£600,631
Films of less than 3,000 feet (after multiplying by 2½		£54,508
		£655,139
Levy collections paid to Agency by H.M. Customs and Excise to April 6, 1964, approximately covering entertainments to March 28, 1964		£243,600

The fifth interim allocation for the seventh distribution period will be at the rate of 39 per cent.

More retailers to be asked to provide monthly turnover figures

ON MAY 1 the Director of Statistics, Board of Trade, will be writing to 50,000 retailers asking them to provide the Board of Trade with regular monthly figures of their turnover. The purpose of this approach is to improve the Board's monthly statistics of changes in retail turnover and hire purchase business which are based on figures already provided by a number of retailers.

Overdrafts of the nationalized industries

H.M. TREASURY announced on April 23 that the total bank overdrafts of the nationalized industries at April 15, 1964 were £68·0 million, of which £59·9 million were from the clearing banks and £8·1 million from the Scottish banks.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act 1949, the undermentioned Patents were endorsed 'Licences of Right' on the dates specified.

NUMBER	GRANTEES	SUBJECT-MATTER
	March 17, 1964	
840,883	Dunlop Rubber Co. Ltd.	Moulds.
852,025	Dunlop Rubber Co. Ltd.	Shaped articles of resilient cellular materials.
858,331	Dunlop Rubber Co. Ltd.	Pressure reducing valve mechanisms.
879,012	Anciens Etablissements Goldenburg & Cie.	Anchoring device.
879,791	Dunlop Rubber Co. Ltd.	Production of foam rubber.
912,923	Dunlop Rubber Co. Ltd.	Cushioning devices formed from resilient foam.
937,652	Dunlop Rubber Co. Ltd.	Mixing apparatus for plastic, liquid or solid materials.
938,378	Dunlop Rubber Co. Ltd.	Mixing rubber with particulate solid material.
	March 20, 1964	
906,076	Brichard, E., and anr.	Glass melting process.
	March 31, 1964	
831,559	Coal Industry (Patents) Ltd.	Temperature responsive devices.
847,761	Egyesult Gyvyszer es Tapszergyzer	Racemic threo-β-(p-nitrophenyl - serine n-butyl ester).
881,710	Wahlen, R & ors. trading as Lindgens & Sohne	Pigments containing zinc sulphide.
914,415	Wahlen, R & ors. trading as Lindgens & Sohne Patent of Addition to No. 881,710.	Treatment of zinc-sulphur containing pigments.
	April 1, 1964	
944,032	Sheffiex Ltd. Patent of Addition to No. 914,722.	Refuse bins emptying apparatus.

Any person who claims that the patentees at the time of endorsement of any of the above patents were precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller General.

The Patent Office.

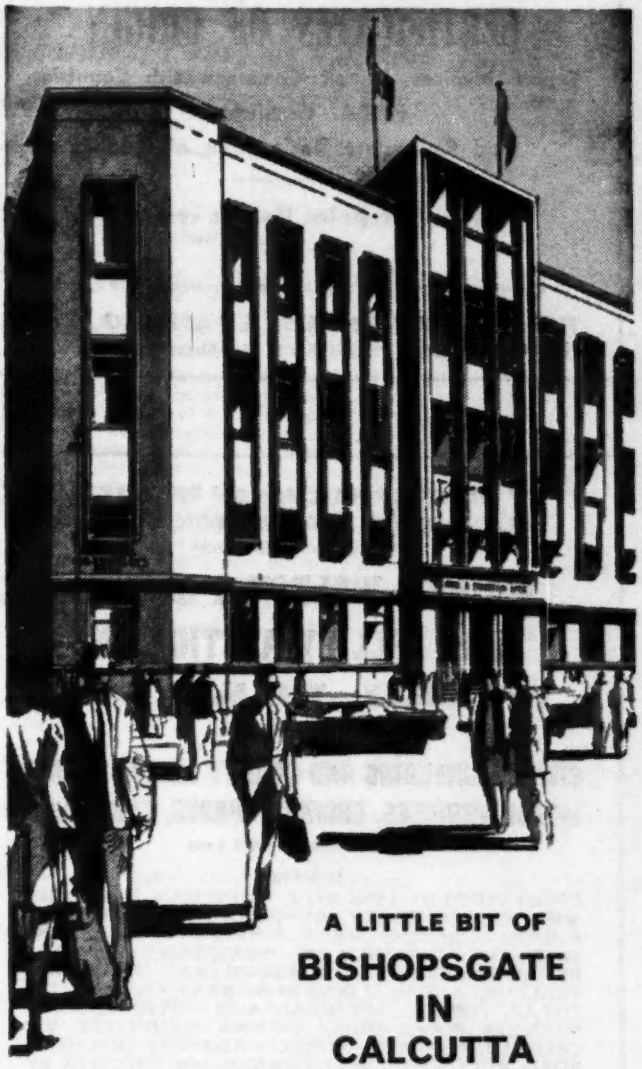
LATEST COMPANY RESULTS, continued

pattern in industrial accounting dates, comparisons between figures published in successive quarters will reflect these seasonal factors as well as the underlying trend. There is also great variability in experience between companies and this can influence the comparisons between figures for different quarters.

Detailed figures corresponding to those in the tables accompanying this article for each of twenty-two industry groups will be published in the next issue of the Ministry of Labour's *Statistics on Incomes, Prices, Employment and Production.*

The companies included are those with assets of £0·5 million or more or income of £50,000 or more whose shares were quoted on a United Kingdom stock exchange at the end of 1960 and which are mainly engaged in the United Kingdom in manufacturing, distribution, construction, transport and certain other services. Companies whose main interests are in agriculture, shipping, insurance, banking, finance and property and those operating wholly or mainly overseas are not included. Wherever possible the accounts used in the analysis are the consolidated accounts of groups of companies, including the balance sheet and the profit and loss accounts of subsidiary companies within each group.

The statistics are not therefore confined to activities in the United Kingdom since over one-quarter of the companies are known to have subsidiaries operating overseas whose accounts are consolidated with those of the group. The 1962 figures include companies which were independent in that year but which were acquired in 1963 by another company in the population.



A LITTLE BIT OF
BISHOPSGATE IN CALCUTTA

It was in 1863 that National and Grindlays opened its first branch in Calcutta. Long enough ago to become identified with the country, to become part of its daily life, to know its people, its commerce and its needs.
Whatever your need, whether the most detailed market information or simply travellers' cheques, the fully comprehensive banking service of National and Grindlays is ready to meet your requirements through a wide network of branches in India and elsewhere in Asia and Africa.

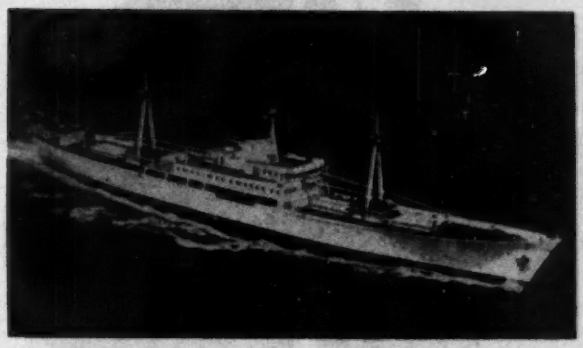
NATIONAL AND GRINDLAYS BANK LIMITED

HEAD OFFICE: 26 BISHOPSGATE, LONDON, E.C.2.

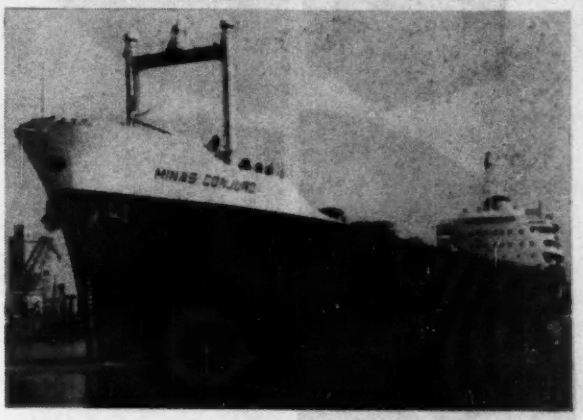
Branches in INDIA · PAKISTAN · CEYLON · ADEN · SOMALIA
KENYA · UGANDA · TANGANYIKA · ZANZIBAR
NORTHERN RHODESIA · SOUTHERN RHODESIA

Bankers to the Government in ADEN · KENYA · UGANDA · ZANZIBAR

EMPRESA NACIONAL ELCANO



Refrigerated M/V TROPICANA, 5,400 tdw.



Bulk Carrier MINAS CONJURO, 21,300 tdw.

SEVILLE SHIPYARD
P.O. BOX 89
SEVILLE • SPAIN

CONSTRUCTION OF ALL KINDS OF SHIPS UP TO 38,000 TONS DISPLACEMENT

Construction of Dredgers, Hoppers, Tugs and Floating Cranes

REPAIRS OF SHIPS AND MACHINERY

4 Building Berths
1 Dry Dock
1 Floating Dock of 2,000 Tons Lifting Power
1 Slipway

Construction of
ELCANO–WELIN DAVITS
ELCANO–MACGREGOR STEEL HATCH COVERS
ELCANO–MK DIPOD MASTS
COWAL TANKER HATCH COVERS

From the round log yard

to the spreading machine

handling equipment
debarking machines
feeding devices
band and circular saws
cylinder-type wood flakers
disc-type wood flakers
spreading machines
wet and dry flakes
storage bunkers
in horizontal and vertical construction

special equipment for the particle board industries

Industrie-Companie
Kleinewefers Konstruktions- und Handels-gesellschaft m. b. H
Krefeld | Companiehaus Western-Germany

CERTIFICATES OF ORIGIN

Export Invoices for all Commonwealth Countries,
E.F.T.A. Certificates
and Portuguese Declarations of Cargo

Complete price list on request

For our unequalled return of post service—write, wire or phone

THE CHATSWORTH PRESS & PAPER CO., LTD.
39, WATERLOO ROAD., LONDON, N.W.2. Tel: Gladstone 9861 (3 lines)

BY ORDER OF HALL & HAM RIVER LTD.,
PLANT DEPOT, WASHINGTON, SUSSEX
(Surplus to requirements)

WALKER, WALTON & HANSON WILL SELL BY AUCTION ON THURSDAY, 7th MAY, 1964

at the above premises

CIVIL ENGINEERING AND QUARRY MINING PLANT, MOTOR VEHICLES, ENGINES, SPARES, TYRES, etc.

approximately 450 Lots

including:

EXCAVATORS BY LINK-BELT, PRIESTMAN, RANSOMES & RAPIER, RUSTON BUCYRUS (10 RB-38 RB), AND SMITH-RODLEY, LOADING SHOVELS BY BRAY, CHASESIDE, MICHIGAN, MUIR-HILL AND WEATHERILL, DUMPERS BY ALBION, AVELING BARFORD AND MUIR-HILL, TRACTORS AND BULLDOZERS BY BRAY, CASE, CATERPILLAR, FOWLER, MICHIGAN AND INTERNATIONAL, SHAWNEE POOLE DUMP TRUCKS, BABBITLESS '507' CRUSHER, CONCRETE MIXERS, SCRAPERS, DITCHERS, ROAD ROLLERS, MOBILE CRANES, LOCOMOTIVES BY HUDSON HUNSLET, MONTANIA AND RUSTON & HORNSBY, FACTORY TRUCKS;

also

LARGE QUANTITY OF EXCAVATOR EQUIPMENT including CONVERSION UNITS, BUCKETS, BUCKET TEETH, BOOMS AND FAIRLEADS, TRACK PINS, VEHICLE AND MARINE DIESEL ENGINES BY A.E.C., ALBION, COVENTRY VICTOR, CROSSLEY, DORMAN, FODEN, FOWLER, GARDNER, LEYLAND, LISTER, McLAREN, PERKINS, ROLLS ROYCE AND RUSTON, PUMPS, GENERATORS, MOTORS, PEAT BALING PLANT, SCREENING PLANTS, STREAMLINE FILTER UNIT, CRUSHERS, WINCHES, WELDERS, REDUCTION GEARS, PROP. SHAFTS, AXLES, IDLER WHEELS, TYRES, FUEL TANKS 500-1,000 GALLS., SKIPS, BOGIES, RAIL SECTIONS AND POINTS, 130 TONS OF SCRAP METAL;

and

BEDFORD AND COMMER TRUCKS FITTED 3 CU. YDS., CONCRETE AGITATORS, HYDRAULIC TIPPERS BY A.E.C., ALBION, BEDFORD, FODEN AND LEYLAND, 2,000 GALL. BOWSER TRAILERS, TRUCKS AND VANS 5-cwts.-7 tons, TRAILERS 5-20 tons, LAUNCH AND SPEEDBOAT.

SALE COMMENCES AT 10.30 a.m.

For viewing dates and times see catalogue

CATALOGUES MAY BE OBTAINED FROM THE 23RD APRIL ONWARDS FROM THE AUCTIONEERS OFFICES: WALKER, WALTON & HANSON, DEPT. HH BYARD LANE, BRIDLESMITH GATE, NOTTINGHAM. (Tel.: Nottm. 54272/10 lines).

Government surplus sales by auction

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1964	Store	Location	Auctioneers
May 6 .	Clothing, textiles, hand tools and miscellaneous stores.	Command Ordnance Depot, Coypool, Marsh Mills, Plymouth. (*Sale at Kinterbury House*).	Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth. (Tel.: 69292).
May 12-14 .	Vehicles, earthmoving, road making and lifting equipment, trailers, plant ancillaries and spares, motor cycles.	Ordnance Storage & Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel.: 54272).
May 21 .	Miscellaneous stores, including:	Technical Stores, Sub-Depot, Wem, Salop .	Hall, Wateridge & Owen (Dept. L), High Street, Shrewsbury. (Tel.: 2081).
	Trailer mounted diesel engined generator sets 17 KVA: Dorman diesel generator sets 62½ KVA; Lister diesel generator sets 15 KVA; petrol generator sets 27½ KVA; generator sets 4 KW; power units PE95, T/M; Lister 7 h.p. petrol engines; water pumps; fuel tanks; manifolds; 4 cylinder crankshafts; 2 cylinder blocks; flexible drives; C.A.V. fuel injectors and 4 cylinder injection pumps; industrial engine spares. Diesel engined fork lift trucks; industrial tractors and trailers; stay wire; galvanized pickets; Danarm and Teles portable saws; Villiers portable petrol engines; Holman, Reavell and Climax pneumatic hammer drills and picks; Benjo & Pegson earth rammers; charging sets 300 W. 15 V; main leads; drums cable QUAD 'P'; main transformers; astatic relays; adjustable resistances; teleprinters; telegraph relays; telegraph paper; flexible wave guides; fuse wire; copper wire; copper jointing sleeves; lead acid batteries; hand torches; signalling lamps; life jacket lights; wireless sets AR88 D; reception sets R107; hand microphone receivers headgear; telephone sets F; Pye loudspeakers; Truvox telephone loudspeakers; wireless spares and equipment; T/M water purification plants; hand operated semi-rotary pumps; canvas and armoured water hose; 100 gall. gasoline tank; air compressors; paint spraying plants and guns; lead sleeves; 48 ft. rope guys; linesmens' leather belts; wooden tent bottoms; Tecalemit grease guns; pressure gauges; small hand tools; theodolite and telescopic levels; drawing and survey instruments; tripods; scout and sighting telescopes; range finders; prisms; sextants; binoculars; prismatic and marching compasses; pocket levels; spring balances; hand and pocket magnifying glasses; survey lamps; stereoscopic mapping equipment; watches; solder, etc.		
May 26 .	Hand tools, clothing and textiles, electrical equipment and miscellaneous stores.	Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 50-52 Merrion Street Leeds, 2. (Tel.: Leeds 20898).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1964	Stores	Location	Auctioneers
May 14 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland (AFD1), Bank Buildings, Kidderminster, Worcs. (Tel.: Kidderminster 2053).
May 14 .	Morpeth (Tranwell) Airfield, part with vacant possession and part subject to tenancy to be sold in 8 lots. The airfield includes the modern mixed arable Cockhill Farm of nearly 300 acres with modern farmhouse, cottages and buildings erected some 8 years ago. The remainder of the land consists of useful compact areas of agricultural land, with water, a T.1 type hangar, to be sold *in situ*, and two plantations.	Morpeth Airfield, Northumberland . .	Lamb & Edge (AFD1), Grainger House, 36 Blackett Street, Newcastle-upon-Tyne. (Tel.: Newcastle-upon-Tyne 28325).
May 20 .	The sale will include 78 timber built and asbestos roofed hutments to 172 ft. by 52 ft. 4 steel framed buildings each approximately 290 ft. by 60 ft. 3 steel framed half hangars each approximately 90 ft. by 60 ft. 20 thousand gall. water storage tank and tower, tanks, large and small boilers, kitchen equipment.	Royal Air Force, Chigwell, Essex . .	Sworder Son & Gingells (AFD1), Chipping Ongar, Essex. (Tel.: Ongar 2206-7).
May 28 .	Miscellaneous stores and equipment .	No. 35 Maintenance Unit, Royal Air Force, Heywood.	Brady & Son (AFD1), 17 Warren Street, Stockport, Cheshire. (Tel.: Stockport 2252).
June 24 .	Miscellaneous stores and equipment .	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs (AFD1), 28 Eastgate Street, Stafford. (Tel.: Stafford 2331).

Catalogues for the above sales may be obtained within fourteen days of the advertised dates of the sales on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

TENDER SALES

Tenders invited for the purchase and removal of:

(a) Approximately 120,000 yards of control cable in ducts at Dunholme Lodge, near Lincoln and

(b) underground cable at the following locations:

Coleby Grange (nr. Sleaford, Lincs.)	Approximately 15,000 yards
Caistor	Approximately 4,000 yards
Ludford Magna (nr. Market Rasen, Lincs.)	Approximately 28,000 yards

Apply within seven days of the date of this notice to the Ministry of Defence, AFC. 19a (Air), Turnstile House, London, W.C.1, for tender form.

(*Continued at foot of next page*)

Exhibitions and Fairs

120 British firms represented at Amsterdam Packaging Exhibition

A report from the British Embassy, Paris

THE SEVENTH International Packaging Exhibition (Macropak) was held in the R.A.I. Hall in Amsterdam from April 14-21, 1964. This year 16 countries were represented (13 European, Canada, the United States, and Japan), and the fair attracted a higher proportion of genuine buyers than usual with relatively few sightseers. This created a calm atmosphere which was good for business and added to its value as a specialized fair, particularly as 'Macropak' is the only fair of its kind in Benelux.

The total area included about 10,000 square metres reserved for raw materials and containers, 7,000 square metres for machinery and equipment and the remainder for package handling equipment. 900 firms exhibited on 250 stands and 100 of these displayed goods on behalf of 120 British firms. These were exhibiting through their Dutch agents although many of the British firms had United Kingdom representatives who had come out specially to the stands for the exhibition.

Demand for space this year was such that none was available in the main halls, when, five months before the exhibition, the application was made for an area for a combined British stand. However, the British Pavilion was well housed in the Glass Hall which is normally reserved for inaugurations and congresses. The combined British stand was arranged by the Institute of Packaging in co-operation with the Board of Trade and the Central Office of Information, and made a tasteful and colourful impression.

Sixteen British firms and the Institute of Packaging each had individual stands within this area and displayed a wide variety of packaging and handling equipment as well as materials and containers. A Press reception was held at noon on the opening day and guests were addressed by Mr. J. F. Briggs in his dual capacity as president of the European Packaging Federation and a member and past national chairman of the Institute of Packaging. Included amongst the guests were officials of the Netherlands Government and the city of Amsterdam, representatives of the European Federation, and members of the national and trade press.

A variety of goods were on display in the British Pavilion. Immediately opposite the entrance was a large and completely new carton filling and glueing machine accompanied by two small machines, one for automatic screen printing and the other for filling and sealing. Backing on to this stand and completing the centre piece, was another containing several machines for folding plastic films and slitting and re-winding polythene and aluminum foils. On the left of the entrance a large moulding press and pre-expander for polystyrene, which worked on compressed air and steam attracted attention. Round the walls of the hall there were other machines for wrapping, slitting and re-winding, bottle cleaning and filling, tablet packaging, vacuum filling and paper drilling. Other exhibits included moulded wood wool for special packaging, plywood containers, guillotine knives, marking devices and plastic containers. Finally, the Institute of Packaging had a manned information stand.

The exhibitors on the combined stand were all pleased with the pavilion as a whole and, due to the high percentage of genuine trade buyers who visited the exhibits, numerous valuable contacts were made and a number of trade enquiries received. Some firms, particularly those manufacturing machinery, made arrangements for demonstrations to potential customers after the show. One or two firms even made direct sales from the stands and nobody was dissatisfied with the results. All in all the venture was well worth-while.

British ready-to-wear fashion success in Paris

THE British ready-to-wear industry have visited Paris before in the past, but never have they come in such great numbers as they did this April. Their presence amounted to a veritable invasion of the heart of world fashion.

Thirty-eight members of the British Fashion Export Group and 12 members of the Fashion House Group of London took part in this 'invasion'. The former participated at the 7th Salon International du Prêt-à-Porter Féminin which was held at the Porte de Versailles from April 18 to April 23. The latter arranged their own private display at the Hotel Royal Monceau in the fashionable avenue Hoche from April 20 to April 23.

Having been extremely successful at the Prêt-à-Porter Salons in the spring and autumn of 1963, the British Fashion Export Group doubled their participation on this occasion. They accounted for 19 per cent of all the exhibitors and led other foreign participation, being followed by Holland with 15 firms. Our Group displayed more than 3,000 of their autumn garments and large orders were placed, not only by French buyers, but also by those from Germany, Switzerland, the United States, Holland and Sweden, and other countries not to mention a Kawaiti sheikh who placed an order with one British firm for £3,000.

This Group also had an information stand which was tastefully designed and constructed by the Central Office of Information. From this point they disseminated valuable information to inquirers from many countries and quickly directed them to those stands displaying the garments in which they were interested.

This stand, and those of the British participants, were greatly admired by the British Ambassador and Lady Dixon when they made an official visit to the Salon. After the visit they were the guests of honour of the British Fashion Export Group at a dinner given for buyers and members of the Press at the adjoining Palais des Congrès.

Sir Pierson and Lady Dixon were also the guests of honour at a reception for buyers and Press given by the Fashion House Group of London at the Hotel Royal Monceau. This Group brought to Paris over 500 items from their new autumn and winter ready-to-wear collections which were priced far below anything similar produced by the French industry. These garments were displayed on two floors of a wing of the hotel. They represented, however, only a part of the collection which the Group will be displaying during the London Fashion Week which opens on May 4.

The Fashion House Group of London staged a prestige show at the Pre Catelan restaurant in Paris last spring. It was a resounding success which resulted in large orders being taken shortly afterwards at their London showing. This is the first time they have come to Paris in a full-scale selling campaign and orders taken justified their efforts. Paris can expect to see them back again as soon as possible.

Both these Groups received financial support from the Board of Trade. Some firms who would like to export are deterred from doing so because of the risks involved, but with this support many wavering concerns have taken the plunge and have surfaced to enjoy it. This support is available to any group of firms who wish to export.

BRITISH OVERSEAS FAIRS LTD.

British Overseas Fairs Ltd., the branch of F.B.I. which organizes British participation in exhibitions in various parts of the world, in consultation with the Board of Trade, is at 21 Tothill Street, London, S.W.1. (Tel. Abbey 6376).

GOVERNMENT SALES continued

MINISTRY OF PUBLIC BUILDING AND WORKS

1964	Description of Goods	Location	Auctioneers
May 5 .	Office and miscellaneous furniture, domestic refrigerators, electric and other fittings, canteen equipment, crockery, etc.	Ministry of Public Building and Works, Supplies Division Stores, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworth, 6 Snow Hill (2nd Floor,) Holborn Viaduct, London, E.C.1. (Tel. City 1718).

Catalogues, price 6d., are obtainable direct from the auctioneers. View-days: day preceding the sale and morning of sale.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date Last Published	Date Next Published
Outside Europe	*April 3*	*July 3*
Europe	*March 6*	*June 6*
United Kingdom	*This issue Aug 7*	

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 2791, Germany and Scandinavia; 2783, France, Italy, Benelux, Switzerland, Austria, Finland, Spain, Portugal, Irish Republic, Greece, Turkey, Middle East and West Africa: 2792. United Kingdom and Rest of the World will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of cost and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

** indicates fair which is held annually at approximately the time stated.*

† indicates fair which is held alternate years at approximately the time stated.

International aspect of hardware fair

TEAPOTS AND TOOLS, saucepans and saws, grass cutters and garden tools, lathes and laminated wood. These were but some of the range of products displayed at the tenth International Hardware Trades Fair which opened on April 27 at Olympia, London, and which could be termed 'one of the most comprehensive fairs of its kind featured in this country'. The fair was a housewives' paradise – everything for the kitchen – a 'do-it-yourself' husband's dream – tools of every description, garden implements, which portend to take the drudgery out of lawn mowing, soil digging and bush and tree pruning. But apart from this, the exhibition displayed what other countries – apart from the United Kingdom – contributed to this facet of industry.

A most important feature of this year's fair was the enlarged International section. The Canadian Government displayed a large range of goods; 30 Italian manufacturers showed their wares on the stand of the Italian Institute of Foreign Trade. From Denmark there were exhibitors on the stand of the Danish Government Committee for Exhibitions Abroad, and there were 12 exhibitors from the Irish Republic on the Irish Hardware Industries stand. Exhibitors from West Germany, France, Austria, Sweden, and Belgium were also there and goods from the United States, Australia, East Germany, Holland, Bulgaria, Switzerland, Czechoslovakia, Norway, Spain, Mexico, Brazil, Finland, Swaziland, Poland, Hungary, Yugoslavia, India, Hong Kong, the People's Republic of China, Pakistan, Japan, and the USSR were also on show.

The fair provided the most important 'shop window' in the United Kingdom for the British hardware industry, and at the same time gave the foreign manufacturer an opportunity to display his goods under the same roof. New export markets are being opened up every day by the British hardware manufacturer and the figures available from this diverse industry show an increase for 1963 of some seven to ten per cent over the 1962 figure of £154·7 million, making a total of £170,400,000.

To remind British manufacturers of this industry of the export potentials, Lord Drumalbyn, Minister of State, Board of Trade, drew their attention to the services available at the Export Services Branch of the Board of Trade and also the Export Credits Guarantee Department.

Overseas interest in HEVAC

ALTHOUGH it was curtailed by three days because of labour difficulties, the International Heating, Ventilating and Air Conditioning Exhibition (HEVAC) which closed at Olympia, London, on April 25 brought in 43,274 visitors. The last exhibition, in 1962, had an attendance figure of 35,000. An estimate by a spokesman for the organizers, Industrial Exhibitions Limited, gave £7 million as the likely figure for business actually conducted at the exhibition. 'This does not take into account the large number of inquiries placed with manufacturers,' he added.

Mr. C. H. Goodwin, president of the HEVAC Association and chairman of the Exhibition Council, said: 'An unqualified success throughout. Overseas interest this year reflects our success with export activities. The quantity of inquiries from overseas visitors indicates that our sales abroad will benefit considerably. There were 1,556 visitors from overseas, representing 50 countries – a record for the exhibition. One of the most satisfying commendations that the HEVAC Association has received from exhibitors is that the quality of the visitors matched their quantity and a very substantial proportion of them were at Olympia with firm orders and genuine business inquiries.'

Three informal discussion sessions were held during the exhibition period. Organized by the HEVAC Association, these sessions were successful in obtaining frank interchange of opinions between the industry and their clients – contractors, plant managers, consulting engineers and architects.

The exhibition was promoted by the HEVAC Association. The Association, though only two years old, already has a membership of more than a 100 firms and has been able to co-ordinate various activities, such as technical discussion groups, and has provided valuable links between its members and their customers. Membership is open to those who design, manufacturer or provide an allied service concerning not only equipment directly associated with heating, ventilating and air conditioning but with its wider industrial application.

£4 million worth of goods at Manchester's Business Efficiency Exhibition

Accompanied by the Lady Mayoress, the Lord Mayor of Manchester Alderman Robert C. Rodgers, opened the Business Efficiency Exhibition at City Hall on April 20, and visited the stands of some of the 75 exhibiting companies who were displaying more than £4 million worth of the latest in business equipment. Within minutes of the opening, many stands were busy dealing with inquiries. Occupying some 34,000 square feet of stand space, the exhibits included machines and equipment for every conceivable method of calculating, sorting, planning, controlling, communicating and housing information used in offices serving business, industry and government.

Over one-third of the members of the business equipment trade association exhibited including many well-known concerns introducing new products at the exhibition, such as:

Addressograph-Multigraph Limited
(Showing a new high-speed code reader and automatic punch).

Burroughs Machines Limited
(With a new direct counting computor on show).

De La Rue Limited
(Exhibiting a new small electronic bank-note counting machine).

English Electric-Leo Computors Limited
(Showing a new scanning device which can read pencil marks on documents).

International Computors and Tabulators Limited
(Demonstrating a new electronic calculator and high speed card sorter).

Roneo Limited
(Showing a new small automatic letter opener).

Organized by the Business Equipment Trade Association, this exhibition is balanced by one to be held at Olympia, London from October 5 to 14. Since the first one was organized in 1922, these exhibitions have served the double purpose of spreading knowledge at home of equipment available to save work and improve techniques and of attracting export buyers. Over this period the industry has raised its sales abroad from virtually nil to over £50 million in 1963.

British information bureau at Brussels Fair

The Board of Trade has installed an official British trade and tourist Information Bureau at the 37th Brussels International Fair which opened on April 30 and lasts until May 11.

The Bureau occupies over 700 square feet and is staffed by the Commercial Department of the British Embassy in Brussels; the British Chamber of Commerce for Belgium and Luxembourg, and the British Travel & Holidays Association.

Features of the Bureau include photographic displays illustrating different aspects of British industry, as well as of British beauty spots and traditional scenes. The Bureau also includes a reading room where the public have access to British trade and travel literature.

This is the second occasion that the Board of Trade has installed an information bureau at the Brussels International Fair. The first time was in 1963, when over 4,500 exhibitors from 32 countries took part in the Fair. That event also attracted 910,000 visitors, including nearly 15,000 foreign buyers from 86 countries.

PUBLICITY OVERSEAS FOR UK TRADE FAIRS

Organisers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicise such events.

But Commercial Representatives must receive material on events well in advance—two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal. *(Today's issue).

Publicity material for Commercial Representatives in more distant countries should be despatched by air-mail, since delivery to some countries by surface mail can take up to two months.

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

Trade Fairs and Exhibitions in the United Kingdom

1964—General

GLASGOW: ENTERPRISE SCOTLAND '64 – September 3-19.
At Kelvin Hall. Apply, Scottish Industries' Exhibition 1964, Exhibition Offices 2 Woodside Terrace, Glasgow, C.3. (Tel. Douglas 7566).

BRIGHTON: 18TH SUSSEX INDUSTRIES EXHIBITION AND TRADE FAIR – September 7-12.
• At the Corn Exchange. Apply, Mrs. N. Potter, M.B.E., Federation of Sussex Industries, Seven Dials Corner, Brighton 1, Sussex.

BLACKPOOL: PURCHASING OFFICERS' ASSOCIATION CONFERENCE AND MINIBITION – September 24-26.
• At the Norbreck Hydro. Apply, Purchasing Officers' Association, York House, Westminster Bridge Road, London, S.E.1. (Tel. Waterloo 1851).

1964—Specialized

Advertising

LONDON: INTERNATIONAL ADVERTISING EXHIBITION – May 4-9.
† At Olympia. Apply, A. Barker Esq, Adex Ltd., 9-10 Old Bailey, London, E.C.4. (Tel. Central 4040).

Agriculture, Dairy Industry and Fishing

BELFAST: 97TH ANNUAL SHOW AND INDUSTRIAL EXHIBITION – May 27-30.
• At Balmoral Showgrounds. Apply, Royal Ulster Agricultural Society, The Kings Hall, Balmoral, Belfast 9. (Tel. Belfast 665225).

SWINDON: BATH AND WEST AGRICULTURAL SHOW – June 3-6.
• Apply, The Secretary, Bath and West and Southern Counties Society, 3 Pierrepoint Street, Bath.

MALVERN: THREE COUNTIES AGRICULTURAL SHOW – June 16-18.
• Apply, The Secretary, Three Counties Agricultural Society, Malvern, Worcestershire. (Tel. Malvern 2231).

NORWICH: ROYAL NORFOLK SHOW – July 1-2.
• At Royal Norfolk Showground. Apply, H. E. Jeffery, Esq., Royal Norfolk Agricultural Association, Diss, Norfolk.

STONELEIGH ABBEY (KENILWORTH): ROYAL SHOW – July 7-10.
• Apply, Royal Agricultural Society of England, 35 Belgrave Square, London, S.W.1. (Belgravia 5323).

HARROGATE: THE GREAT YORKSHIRE SHOW – July 14-16.
• At Permanent Showground Site. Apply, F. M. Baldwin Esq., M.B.E., B.Sc., Yorkshire Agricultural Society Cliftonfield. Shipton Road, York.

BUILTH WELLS: NATIONAL AGRICULTURAL SHOW – July 21-23.
• Apply, J. A. George Esq., Royal Welsh Agricultural Society, Queen's Road, Aberystwyth.

LONDON: 78TH ROYAL DAIRY SHOW – October 27-30.
• At Olympia. Apply, Royal Association of British Dairy Farmers, 17 Devonshire Street, London, W.1. (Tel. Langham 6903/4).

LONDON: THE ROYAL SMITHFIELD SHOW – December 7-11.
• At Earls Court. Apply, A. A. Goode, Esq., Smithfield Show Joint Committee, Forbes House, Halkin Street, London, S.W.1. (Tel. Belgravia 6611).

LONDON: INTERNATIONAL POULTRY SHOW – December 9-11.
• At Olympia. Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

Antiques

LONDON: THE ANTIQUE DEALERS' FAIR AND EXHIBITION – June 10-25.
• At Grosvenor House, Park Lane, W.1. Apply, Captain C. S. Platts A.C.I.S. Grosvenor House, Park Lane, London, W.1. (Tel. Grosvenor 6363).

HARROGATE: 14TH NORTHERN ANTIQUE DEALERS' FAIR – September 3-10.
• At Royal Hall. Apply, Northern Antique Dealers' Fair Ltd., 408, Leeds Road, Bradford 3.

Aviation

FARNBOROUGH: 24TH FLYING DISPLAY AND EXHIBITION – September 7-13.
At Royal Aircraft Establishment. Apply, The Society of British Aircraft Constructors, 29 King Street, London, S.W.1. (Tel. (Trafalgar 3231).

Books

LONDON: WORLD BOOK FAIR – June 10-20.
At Earls Court. Apply, Industrial Presentation Ltd., The Tower, 229-243 Shepherd's Bush Road, London, W.6. (Tel. Riverside 3071).

Building and Public Works

LONDON: INDUSTRIALISED BUILDING SYSTEMS AND COMPONENTS EXHIBITION (IBSAC 1964) – June 23-July 4.
At Crystal Palace, S.E.19. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

MANCHESTER: BUILDING TRADES EXHIBITION – October 6-17.
† At the City Hall. Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

LONDON: PUBLIC WORKS AND MUNICIPAL SERVICES' EXHIBITION AND CONGRESS – November 16-21.
† Apply, Municipal Agency Ltd., 3-4 Clements Inn, London, W.C.2. (Tel. Holborn 6817-6819).

Confectionery

LONDON: INTERNATIONAL CONFECTIONERY AND ALLIED TRADES EXHIBITION – May 25-29.
• At Earls Court. Apply, Contemporary Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

Electrical, Including Electronics

LONDON: INSTRUMENTS, ELECTRONICS AND AUTOMATION EXHIBITION – May 25-30.
† At Olympia. Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel. Gerrard 1622).

Engineering, Machinery, Machine Tools

LONDON: MECHANICAL HANDLING EXHIBITION – May 5-15.
† At Earls Court. Apply, 'Mechanical Handling', Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

LONDON: 3RD INTERNATIONAL INDUSTRIAL FINISHES EXHIBITION – May 25-30.
• At Earls Court. Apply, H. J. Conroy, Esq., Scientific Surveys Ltd., 97 Old Brompton Road, London, S.W.7. (Tel. Knightsbridge 9360).

LONDON: INTERNATIONAL MACHINE TOOL EXHIBITION – June 25-July 9.
At Olympia. Apply, Machine Tool Trades Association, 25-28 Buckingham Gate, London, S.W.1. (Tel. Victoria 7542).

LONDON: INTERNATIONAL REFRIGERATION FAIR – September 7-11.
† At Olympia. Apply, Contemporary Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

MANCHESTER: HEATING, VENTILATING AND FUEL EFFICIENCY EXHIBITION – September 8-17.
† At City Hall. Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

LONDON: BREWING, BOTTLING AND ALLIED TRADES EXHIBITION – October 5-9.
At Olympia. Apply, The Trades' Markets and Exhibitions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: 17TH ENGINEERING EXHIBITION – October 20-22.
• At Royal Horticultural Society's New Hall, S.W.1. Apply, Engineering Industries Association, 9 Seymour Street, London, W.1. (Tel. Welbeck 2241).

LONDON: CORROSION AND METAL FINISHING EXHIBITION – December 1-4.
• At Olympia. Apply, Technology Publications Ltd., The Tower, Shepherd's Bush Road, London, W.6. (Tel. Riverside 3071).

Factory Equipment

MANCHESTER: INTERNATIONAL FACTORY EQUIPMENT EXHIBITION – September 28-October 3.
• At Belle Vue. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Foodstuffs, Hotel, Catering

LONDON: SHOPSHOW – May 11-14.
• At Olympia. Apply, Trade and Technical Exhibitions Ltd., 1 Dorset Buildings, Salisbury Square, London, E.C.4. (Tel. Fleet Street 1555).

LONDON: BRITAIN'S FOOD FAIR – September 1-16.
† At Olympia. Apply, J. Awdrey, Esq., The Food Manufacturers' Federation Inc., 3 Lygon Place, London, S.W.1. (Tel. Sloane 6117).

BLACKPOOL: NORTHERN CLUB TRADE FAIR – October 20-24.

(*Continued on page 972*)

BROOK

STAND R.13 FIRST FLOOR
MECHANICAL HANDLING EXHIBITION
EARLS COURT • MAY 5–15 1964
1904–SIXTY YEARS OF ELECTRIC MOTOR DEVELOPMENT–1964
BROOK ELECTRIC MOTORS
64/E

IEA

INSTRUMENTS ELECTRONICS AUTOMATION

INTERNATIONAL IEA EXHIBITION

OLYMPIA LONDON 25-30 MAY

The fifth International IEA Exhibition opens on Monday 25th May, occupying all halls of Olympia. Nearly 700 British and foreign manufacturers of electronic equipment, scientific instruments and industrial controls are showing their newest products and developments in the 1964 IEA — the largest exhibition of its kind in the world.

Times : 10 a.m.—6 p.m. daily
Admission : 5/-, Season Ticket 10/-
(or by ticket obtainable only from exhibitors)

1964

IEA INDUSTRIAL EXHIBITIONS LTD 9 ARGYLL ST LONDON W1

PORTRAIT OF AN EXPORTER WHO DID NOT LOSE £21,000

This exporter of radio accessories had paid only 3 years' ECGD premiums totalling £111 when his U.S.A. customer became insolvent. ECGD settled the exporter's claim of £21,000 which solved his wages problem and saved his business from ruin. Are you covered by ECGD?

ECGD protects your export outstandings against a whole barrage of non-payment risks—insolvent customers, foreign exchange restrictions, war or civil disturbance. With ECGD, you benefit from the fullest up-to-date information on all overseas buyers and markets—and your policy is valuable collateral for your Bank Manager. With ECGD cover, firm after firm increases its export business many times over—thrusting ahead because payment is *assured* through ECGD. However well you know your customer, you cannot be sure you'll always get your money.

Lowest ever premiums, cut a further 17 per cent this year, now average only 6/4d per £100 of short-term business insured. Time spent talking to an ECGD manager is never wasted.

* *Client's dealings with ECGD are naturally confidential; the face is therefore changed, but not the facts.*

EXPORT WITH AN EASY MIND

ECGD

EXPORT CREDITS GUARANTEE DEPARTMENT

ECGD is the non-profit Government-backed insurance service that enables the exporter to expand by covering his credit risks, vetting his overseas buyers, and giving his bank valuable collateral.

Find out all about it from your local office now:—

City of London: ROYal 3491
West London: WHItehall 9061
South London: MONarch 4561
Belfast: Belfast 29428
Birmingham: EDGbaston 4375
Bradford: Bradford 25147
Bristol: Bristol 23011
Cardiff: Cardiff 26857
Edinburgh: CALedonian 3004
Glasgow: Glasgow, CENtral 3056
Leeds: Leeds 30082
Liverpool: Liverpool CENt. 8756
Manchester: Manchester, BLAckfriars 6236
Newcastle-upon-Tyne: Newcastle-upon-Tyne 28926
Nottingham: Nottingham 40566
Sheffield: Sheffield 29181

LONDON HEAD OFFICE: MONarch 6699

CBC 62c

† At Winter Gardens. Apply, U.T.P. Exhibitions Ltd., Racquet Court, Fleet Street, London, E.C.4. (Tel. Fleet Street 6444).

Gifts, Fancy Goods, Toys

LONDON: WHOLESALE BUYERS GIFT FAIR – December 7-10.
* At Mount Royal Hotel, W.1. Apply, Trade Promotion Services Ltd., St. Dunstans House Carey Lane, London, E.C.2. (Tel. Monarch 8391).

Handicrafts, Hobbies

LONDON: 12TH INTERNATIONAL HANDICRAFTS AND DO-IT-YOURSELF EXHIBITION – September 11-26.
* At Olympia. Apply, A. J. Kreps Esq., Link House Publications Ltd., Dingwall Avenue, Croydon, Surrey. (Tel. Municipal 2599).

MANCHESTER: "MANCHESTER EVENING NEWS AND CHRONICLE" DO-IT-YOURSELF AND HOBBIES EXHIBITION – November 10-21.
* At City Hall. Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

Homes, Household and Hardware

LONDON: INTERNATIONAL HARDWARE TRADES FAIR – April 27-May 1.
* At Olympia, Apply, Universal Exhibitions Ltd., 9 Castle Place, High Wycombe, Bucks. (Tel. High Wycombe 21391/2).

Hospital and Medical

LONDON: THE BRITISH DENTAL TRADE EXHIBITION 1964 – October 26-30.
At Alexandra Palace, N.22. Apply, The Association of British Dental Traders, 14 Clifford Street, London, W.1. (Tel: Hyde Park 0844).

Leather, Leather Goods and Footwear

LONDON: SECOND INTERNATIONAL LEATHER FAIR – May 29-June 3.
* At Alexandra Palace, N.22. Apply, L. W. Redhead, Esq., Shoe and Leather News (Exhibitions) Ltd., Spencer House, South Place, London, E.C.2. (Tel. Monarch 0666).

LONDON: FOOTWEAR COMPONENTS EXHIBITION – June 1-3.
* At Washington Hotel, Curzon Street, W.1. Apply, Mr. R. G. Bowey, 6 Pembroke House, Upperton Road, Eastbourne, Sussex.

LONDON: "FASHION IN FOOTWEAR" EXHIBITION – October 4-8.
* At the Washington Hotel, Curzon Street, W.1. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: 'SPRING SHOES' EXHIBITION – October 5-8.
* At Mount Royal Hotel W.1. Apply, British Footwear Manufacturers' Association, 22 Gilbert Street, London, W.1. (Tel. Mayfair 2843).

Medical

LONDON: MEDICAL EXHIBITION – November 16-20.
* At New Horticultural Hall, S.W.1. Apply, British and Colonial Druggist Ltd., 194-200 Bishopsgate, London, E.C.2. (Tel. Avenue 1444).

Office Equipment and Business Efficiency

LONDON: BUSINESS EFFICIENCY EXHIBITION – October 6-14.
* At Olympia. Apply, Business Equipment Trade Association, 64 Cannon Street, London, E.C.4. (Tel. Central 7771/2).

Packaging

LONDON: FOOD PACKAGING & PROCESSING EXHIBITION – Foodpak '64. October 13-16.
† At Alexandra Palace, N.22. Apply, BPS Exhibitions Ltd., 6 London Street, W.2. (Tel. Paddington 6672).

Photography

NEWCASTLE-UPON-TYNE: INTERNATIONAL EXHIBITION OF PHOTOGRAPHY – October 10-31.
† Apply, W. Warburton Pope, Esq., A.R.P.S., 9 Kimberley Gardens, Newcastle-upon-Tyne, 2.

Production

LONDON: RESEARCH-DEVELOPMENT-PRODUCTION EXHIBITION – May 4-9.
† At Olympia. Apply, Andry Montgomery Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Radio and Television

LONDON: NATIONAL RADIO AND TELEVISION EXHIBITION – August 26-September 5.
* At Earls Court. Apply, Radio Industry Exhibitions Ltd., 59 Russell Square, London, W.C.1. (Tel. Museum 6901).

Sports, Camping

LONDON: 7TH BRITISH SPORTS TRADE FAIR – November 16-19.
* At Mount Royal Hotel, London, W.1. Apply, A. H. Spink, Esq., Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, London, W.1. (Tel. Gerrard 7281).

Textiles, Clothing and Accessories

LONDON: MAKERS-UP FABRIC ASSEMBLY – April 27-May 1.
* At Mount Royal Hotel, W.1. Apply, U.T.P. Exhibitions Ltd., Racquet Court, Fleet Street, London, E.C.4. (Tel. Fleet Street 6444).

LONDON: 2ND NATIONAL CORSETRY, LINGERIE, SWIMWEAR ACCESSORIES EXHIBITION – COLSAX '64 – June 9-11.
* At Celanese House, Hanover Square, London, W.1. Apply, Ernest Rhodes (Exhibitions), 274-278 The Corn Exchange, Fennel Street, Manchester 4. (Tel. Deansgate 6541/2).

LEAMINGTON SPA: KNITTING WOOL TRADE FAIR – August 31-September 3.
* At Royal Pump Gardens. Apply, A. S. Damery Esq., Knitting Wool Trade Review, 222 Strand, London, W.C.2. (Tel. Fleet Street 1253/4).

HARROGATE: N.A.O. CONVENTION AND EXHIBITION (MEN'S AND BOYS' WEAR EXHIBITION) – September 29-October 1.
* At the Exhibition Hall. Apply, National Association of Outfitters, 21 Cavendish Place, Cavendish Square, London, W.1. (Tel. Langham 2981).

LONDON: CHILDREN'S AND TEENAGE FASHION FAIR – November 2-5.
* At Piccadilly Hotel. Apply, Teenage, Infants' and Girls' Fashion Fair Organization, 92 New Cavendish Street, London, W.1. (Tel. Langdon 3353).

LONDON: JUNIOR FASHION FAIR – November 2-5.
* At R.H.S. Old Hall, S.W.1. Apply, National Children's Wear Association, 40/42, Oxford Street, London, W.1. (Tel. Museum 1833/4).

Transport

LONDON: 22ND INTERNATIONAL COMMERCIAL MOTOR TRANSPORT EXHIBITION – September 25-October 3.
† At Earls Court. Apply Society of Motor Manufacturers and Traders Ltd., Forbes House, Halkin Street, London S.W.1. (Tel. Belgravia 6611).

LONDON: INTERNATIONAL MOTOR EXHIBITION – October 21-31.
* At Earls Court. Apply, Society of Motor Manufacturers and Traders Ltd., Forbes House, Halkin Street, London, S.W.1. (Tel. Belgravia 6611).

LONDON: INTERNATIONAL CYCLE & MOTOR CYCLE SHOW – November 14-21.
† At Earls Court. Apply, British Cycle & Motor Cycle Industries Association, Starley House, Eaton Road, Coventry. (Tel. Coventry 27427-8-9).

Watch and Jewellery

HARROGATE: NORTHERN WATCH AND JEWELLERY TRADE FAIR – August 31-September 3.
At Exhibition Hall. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Miscellaneous

LONDON: NATIONAL EXHIBITION OF CAGE BIRDS – December 10-12.
* At Olympia. Apply, 'Cage and Aviary Birds' Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

1965—Specialized

Agriculture, Dairy Industry and Fishing

LONDON: WORLD FISHING EXHIBITION – May 27-June 2.
† At Olympia. Apply, Commercial Exhibitions Ltd., The Tower Shepherds Bush Road, London, W.6. (Tel. Riverside 3071).

Amusements

LONDON: AMUSEMENT TRADES EXHIBITION – January 26-28.
* At Horticultural Hall, S.W.1. Apply, Amusement Trades Exhibitions Ltd., 19 Charing Cross Road, London, W.C.2. (Tel. Whitehall 2524/5).

Boats

LONDON: INTERNATIONAL BOAT SHOW – January 5-16.
* At Earls Court. Apply, National Boat Shows Ltd., 44 Great Queen Street, London, W.C.2. (Tel. Holborn 7481).

Building

LONDON: THE INTERNATIONAL BUILDING EXHIBITION – November 17-December 1.
† At Olympia. Apply, The Building Trades Exhibition Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Drawing Office Material and Equipment

LONDON: SECOND INTERNATIONAL REPROGRAPHIC EXHIBITION – REPRO – March 15-19.
† At Earls Court. Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel. Gerrard 1622).

Engineering, Machinery, Machine Tools

LONDON: INTERNATIONAL AUTOMATIC VENDING EXHIBITION – March 29-April 2.
† At Earls Court. Apply, Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W.2. (Tel. Ambassador 2886).

LONDON: LONDON INTERNATIONAL ENGINEERING EXHIBITION – April 21-30.
† At Earls Court and Olympia. Apply, F. W. Bridges & Sons Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LEICESTER: INTERNATIONAL SHOE MACHINERY EXHIBITION – May 3-7.
At the Granby Halls. Apply, Shoe and Leather News (Exhibitions) Ltd., Spencer House, South Place, London, E.C.2. (Monarch 0666).

LONDON: MINING MACHINERY EXHIBITION – July 8-17.
At Olympia. Apply, Municipal and Industrial Exhibitions Ltd., 3 Clement's Inn, London, W.C.2. (Tel. Holborn 2371-2).

Floor Coverings

LONDON: INTERNATIONAL CARPET LINOLEUM AND FLOOR COVERINGS FAIR – CARPEX '65 – March 1-5.
* At Earls Court. Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street London, W.C.1. (Tel. Chancery 9011).

(*Continued on next page*)

TRADE FAIRS IN THE U.K. (Continued)

Furniture

LONDON: INTERNATIONAL FURNITURE SHOW – January 25-February 6.
* At Earls Court. Apply, B. F. M. Exhibitions Ltd., 17 Berners Street, London, W.1. (Tel. Langham 5115).

Gifts, Fancy Goods, Toys

HARROWGATE: INTERNATIONAL TOY FAIR – January 9-15.
* Apply, G. Wilkinson Esq., Harrogate International Toy Fair Ltd., Finsbury Court, Finsbury Pavement, London, E.C.2. (Tel. Monarch 8921).

BRIGHTON: 12TH BRITISH TOY FAIR – January 31-February 4.
* Apply J. A. Glanfield Esq., British Toy Fairs (International) Ltd., 94 Hatton Garden, London, E.C.1. (Tel. Chancery 9158).

Hospital and Medical

LONDON: INTERNATIONAL HOSPITAL EQUIPMENT & MEDICAL SERVICES EXHIBITION – May 31-June 4.
† Apply, Contemporary Exhibitions Ltd., Walmer House, 288, Regent Street, London, W.1. (Tel. Museum 5153/5).

Leather, Leather Goods and Footwear

BLACKPOOL: INTERNATIONAL SLIPPER FAIR – January 18-21.
* At Imperial Hotel. Apply, Shoe and Leather News (Exhibitions) Ltd., Spencer House, South Place, London, E.C.2. (Tel. Monarch 0666).

Packaging

LONDON: INTERNATIONAL PACKAGING EXHIBITION – May 19-27.
† At Earls Court. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Photography

LONDON: INTERNATIONAL PHOTO-CINE FAIR – May 13-19.
† At Olympia. Apply, British Organizers Ltd., 52 Grafton Way, London, W.1. (Tel. Euston 7930).

Plastics

LONDON: INTERNATIONAL PLASTICS EXHIBITION AND CONVENTION – (INTERPLAS) June 16-26.
† At Olympia. Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

Radio and Television

LONDON: RADIO AND ELECTRONIC COMPONENT EXHIBITION – May 18-21.
† At Olympia. Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel. Gerrard 1622).

Scientific Instruments

MANCHESTER: THE PHYSICS EXHIBITION – April 5-8.
* At the College of Science and Technology. Apply, The Institute of Physics and the Physical Society 47 Belgrave Square, London S.W.1. (Tel Belgravia 6111).

Sports, Camping

LONDON: CAMPING AND OUTDOOR LIFE EXHIBITION C.O.L.E.X. '65 – January 5-16.
* At Olympia. Apply, Trade Exhibitions Ltd., Exhibition House, Spring Street, London, W.2. (Tel. Ambassador 2866).

LONDON: INTERNATIONAL SPORTS FESTIVAL AND EXHIBITION – August 11-21.
At the Crystal Palace, S.E.19. Apply, Associated Presentations (London) Ltd., Loyalty House, 7 Ship Tavern Passage, London, E.C.3. (Tel. Mincing Lane 4931).

Stationery

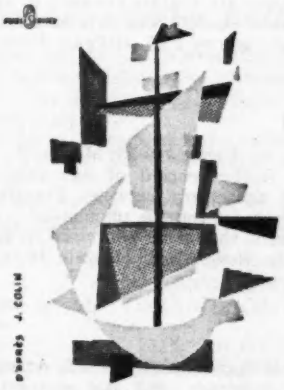
LONDON: NATIONAL STATIONERY AND ALLIED TRADES FAIR – February 8-11.
At New Horticultural Hall, S.W.1. Apply, E. P. Francis Esq., "National Newsagent Bookseller, Stationer" Lennox House, Norfolk Street, London, W.C.2. (Tel. Temple Bar 8111).

Textiles, Clothing and Accessories

BRIGHTON: SMALLWARES TRADE FAIR – March 1-4.
* At Metropole Hotel. Apply, Trade and Technical Exhibitions Ltd., 1 Dorset Buildings, Salisbury Square, London, E.C.4. (Tel. Fleet Street 1555).

TRADE FAIRS GUIDE

A new edition – the fifth – of the booklet 'Trade Fairs Help Exports – Hints for the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purposes of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade Regional Office or from Export Promotion and Fairs Branch, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. Tel. Abbey 7877, Ext. 2765. (Ref. G.D. 1232/63).



FOIRE DE PARIS

VISIT THE
PARIS INTERNATIONAL
TRADE FAIR

16th MAY – 1st JUNE 1964

PARIS TECHNICAL FORTNIGHT ★

Book these dates now for your visit to the world's most comprehensive Trade Fair. Official Fair Vouchers, issued only to bona fide trade visitors, entitle the holder to free entry to the Fair, free catalogue, business currency allocation and a reduction in French rail fares. Apply now for full particulars.

125 Acres
120 Sections
50 Nations

4,500,000 Visitors
12,500 Exhibitors
3,000 Foreign Exhibitors

Representatives in the U.K.:

FRENCH CHAMBER OF COMMERCE IN GREAT BRITAIN

Park House, 24 Rutland Gate, London, S.W.7 Telephone: Knightsbridge 9620

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

France and Sweden

THE FRENCH *Moniteur Officiel du Commerce International* of March 11 published details of the further extension of the trade agreement dated March 9, 1961, between France and Sweden.

By an exchange of letters dated February 22, the arrangement provides for the exchange of trade between Sweden and France, the Republics of Central Africa, Congo, Dahomey, Gabon, Upper Volta, Chad and the Islamic Republic of Mauritania, for a further period of one year with effect from January 1, 1964.

French exports to Sweden will include cars, vans and lorries.

Swedish exports to France and the Overseas Departments and Territories will include beer, fish, various food products, lubricating oils, pleasure boats and sports craft.

Swedish exports to the African States will include powdered and condensed milk, butter, prefabricated houses, paper, cardboard and furniture.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E38, Hillgate House, 35 Old Bailey, London, E.C.4.

France and Iceland

THE FRENCH *Moniteur Officiel du Commerce International* of March 11, published details of the extension of the trade agreement of December 6, 1951, between France and Iceland. By an exchange of letters dated February 10, 1964, between the Governments of Iceland, France and Morocco, the Republics of Central Africa, Congo, Ivory Coast, Dahomey, Gabon and the Islamic Republic of Mauritania, the agreement is further extended for a period of one year from January 31, 1964.

Icelandic exports to France will include mutton and lamb, fresh or frozen sea fish, smoked cod and salted cod tongues. There will be a miscellaneous quota of F.665,000 to be divided between Iceland's exports to France, Morocco and the above-mentioned African States.

The full French text of this notice may be seen at Export Services Branch, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

France and Czechoslovakia

THE FRENCH *Moniteur Officiel du Commerce International* of January 25, 1964, announced that a new trade agreement was signed in Paris on January 16, between the Government of Czechoslovakia and the Governments of France, the Republics of Central Africa, Congo, Gabon, Upper Volta, Chad and the Islamic Republic of Mauritania. The agreement is valid for a period of two years from January 1, 1964, to December 31, 1965, and aims at facilitating and developing trade between the contracting parties.

The full French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Italy and Yugoslavia

THE ITALIAN Minister of Foreign Trade, in a circular dated March 28, announced that the trade agreement of March 23, 1963, has been tacitly renewed for a further year until March 31, 1965.

Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Room E11, Hillgate House, 35 Old Bailey, E.C.4. (Tel. City 5757, Ext. 450), quoting CRE 2236G.

The People's Republic of China and Hungary

IT IS REPORTED in the Peking Press that a Sino-Hungarian goods exchange and payments agreement for 1964 has recently been signed.

According to the agreement, China is to supply Hungary with minerals, machinery, chemicals, foodstuff and light industrial goods. Hungary is to supply China with steel tubes, diesel locomotives, telecommunications equipment and spare parts and accessories for machinery.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2226), quoting reference CRE 4725G.

Yugoslavia and Austria

H.M. EMBASSY in Belgrade report that a Trade Protocol between Yugoslavia and Austria was signed at a meeting of the Austro-Yugoslav Mixed Trade Commission in Belgrade on March 30, 1964.

According to local press reports liberalization has been granted by Austria to an additional 210 items, including certain petroleum products, chemicals and some foodstuffs. Further talks are to be held later this year.

The text of the Protocol has not been published and no further information is therefore available.

Tunisia and Yugoslavia

THE TUNISIAN *Journal Officiel* of March 6, 1964, announced the renewal, for a period of one year from January 1, of the trade agreement between Tunisia and Yugoslavia.

Some quotas under the agreement are slightly changed in value.

Inquiries regarding the agreement should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Tunisia and Bulgaria

THE TUNISIAN *Journal Officiel* of February 28/March 3, 1964, announced the renewal, for a further period of one year from January 1, 1964, of the trade agreement between Tunisia and Bulgaria. Quotas under the agreement remain unchanged.

Inquiries regarding the agreement should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

India and Bulgaria

THE GOVERNMENTS of India and Bulgaria signed a Trade Agreement between their two countries in February 1962. All payments for goods exchanged between these countries are to be made in non-convertible Indian rupees. Attached to the Agreement is a list of items to be exchanged between the two countries and this may be seen at Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2277).

India and Iran

A TRADE AGREEMENT was signed between India and Iran in March of this year. The Agreement is aimed at increasing trade between the two countries and is to remain in force for three years. A list of items for exchange between the two countries is attached to the Agreement and may be seen at Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2277).

Tunisia and Switzerland

THE TUNISIAN *Journal Officiel* of February 28/March 3, 1964, announced the renewal, for a further period of one year from January 1, of the trade agreement between Tunisia and Switzerland.

Quotas under the agreement remain unchanged.

Inquiries regarding the agreement should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

India and Rumania

IN NOVEMBER 1962 India and Rumania signed a long term Trade Agreement and in March of this year the two countries decided that this Agreement should remain in force and that all payments for goods exchanged should be made in non-convertible Indian rupees. Two schedules of the gods to be exchanged between the two countries are attached to the Agreement and may be seen at Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, S.W.1. (Tel. Abbey 7877, Ext. 2277).

British commercial representative in Nigeria

THE ADDRESS of the British Trade Commission, Ibadan, Nigeria, in the list of British commercial representatives overseas published in the *Board of Trade Journal* of April 24, 1964 (page iv), should be amended to read: Finance Corporation Building, Lebanon Street, Ibadan, Western Nigeria. (Postal address: Private Mail Bag 5010, Ibadan).

The telegraphic address and telephone number remains unchanged.

Trade literature for HM Embassy, Havana

UNCLASSIFIED mail (trade literature, catalogues, etc.) which British firms may wish to send to H.M. Embassy in Havana, Cuba, may be addressed as follows:

The Third Secretary (Commercial),
British Embassy, Havana,
c/o P.O. Box 1321,
NASSAU, B.W.I.

Telephone service with Oceania

A TELEPHONE service between Britain and the New Hebrides, the British Solomon Islands Protectorate, Tonga, the Cook Islands and Samoa, opened over the Commonwealth Pacific Cable (with radio links) on April 27.

The charge in each case for calls of up to three minutes' duration is £3 15s. Each additional minute is charged at the rate of £1 5s.

The new service is available at the following times:

New Hebrides	0445-0545 GMT and 2345-0030 GMT Monday to Thursday.
	0445-0545 GMT Friday.
	2345-0030 GMT Sunday.
Solomon Islands	0015-0115 GMT and 2115-2200 GMT Monday to Friday.
	2115-2200 GMT Sunday.
Tonga	2200-2300 GMT Monday to Thursday, and Sunday.
Cook Islands	2215-2400 GMT Monday and Thursday.
	1930-2230 GMT Saturday.
Western Samoa	0015-0100 GMT and 2300-2345 GMT Tuesday to Friday.
	2300-2345 GMT Monday.
	0015-0100 GMT Saturday.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the* Board of Trade Journal *under the heading 'Information for United Kingdom Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.

An authoritative view on British Commercial Vehicles for export

The Commercial Motor has earned its recognition as the leading authority on the operation, manufacture and selling of commercial vehicles. This week's special issue 'British Commercial Vehicles for World Markets' contains:-

Full specifications of
British commercial vehicle chassis, passenger and goods

Appraisal of Britain's commercial vehicle exports by
Mr. George W. Harriman, Chairman and Managing Director of BMC

Review of past twelve months' road tests on
commercial vehicles carried out by The Commercial Motor

British vehicles and engines in North American market

Design of refrigerated vehicles for export

Feature on wide use of British engines
and running gear for 'buses and coaches in Holland

Directory of commercial vehicle body builders
and chassis manufacturers

Feature on importance of local assembly agreements
in export of British commercial vehicles

Description of a new chassis manufacturer's range
of export models

plus all the usual features

Read

The COMMERCIAL MOTOR **Out today 1/3**

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H.35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Extension 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

Tender documents are available on loan in those cases marked with an asterisk.*

ARGENTINA

Irrigation Equipment for Agua y Energia Electrica Empresa del Estado. July 16. E.S.B. 12414/64.

AUSTRALIA

Concrete Testing Machine for Western Australia Government Tender Board. May 14. E.S.B. 12483/64.*

Switchboard Lamps, Caps and Jacks for Postmaster-General's Department, Melbourne. May 14. E.S.B. 11504/64.*

Locomotives for Victorian Railways, Melbourne. June 10. E.S.B. 12416/64.*

Cairns Regional Electricity Board:
Cable. May 13. E.S.B. 12482/64.*
Switchgear. May 20. Tender documents now available for loan. E.S.B. 12480/64.*
Switchgear. May 20. E.S.B. 12481/64.*

Electricity Commission of New South Wales:
Shunt Reactors. May 25. E.S.B. 12419/64.*
Civil and Electrical Works. May 11. E.S.B. 12421/64.*
Transformers. May 25. E.S.B. 12420/64.*
Transformers. May 25. E.S.B. 12422/64.*

BURMA

People's Stores Corporation:
Travelling Gantry. May 22. E.S.B. 11863/64.*
Textiles. May 15. E.S.B. 11848/64.*
Cotton Poplin. May 13. E.S.B. 11847/64.*
Handkerchiefs. May 11. E.S.B. 11846/64.*

CANADA

Signalling Apparatus for City of Montreal. June 12. E.S.B. 12479/64.

CEYLON

Tyres; Tubes and Flaps for Ceylon Transport Board. Closing date postponed to May 27. E.S.B. 11515/64.*

Jute Hessian for Government Stores Department. May 19. E.S.B. 11850/64.

Sewage Treatment Plant for Department of Water Supply and Drainage. June 26. E.S.B. 11854/64.

Ministry of Health and Housing:
Hospital Equipment. July 14. E.S.B. 11856/64.
Drugs. July 7. E.S.B. 11855/64.*

Ministry of Land, Irrigation and Power:
Air-conditioning Plants. June 9. E.S.B. 12777/64.
House Wiring Cables. June 16. E.S.B. 12776/64.

COLOMBIA

Electrical Equipment for Bogota Electricity Company. June 9. E.S.B. 12484/64.

Railway Track Equipment for National Railways. May 14. E.S.B. 12415/64.

Telephone Cable and Fittings for Empresa Colombiana de Aerodromos. June 1. E.S.B. 12228/64.*

Vehicles for Empressa Publicas Municipales de Cartazena. May 29. E.S.B. 5586/64.

Ministry of Public Works:
Highway Construction. June 4. E.S.B. 12430/64.*
Highway Construction. June 11. E.S.B. 12431/64.*
Highway Construction. June 18. E.S.B. 12432/64.*

EGYPT

Animal Feed Plants for the General Organization for Executing the Five-year Industrial Plan. July 18. E.S.B. 12775/64.*

Wire and Manila Rope for Ports and Lighthouses Administration. (Further Information.) E.S.B. 11507/64.*

Egyptian Railways:
Asbestos. May 23. E.S.B. 12748/64.
Shelf-type Relay. May 30. E.S.B. 12749/64.*
Saws. May 20. E.S.B. 12750/64.*

EL SALVADOR

Radio Telephone Equipment for National Telephone Administration. July 16. E.S.B. 12293/64.

La Proveeduria General de la Republica:
Hospital Oxygen Apparatus and Equipment. (Further Information.) May 27. Tender re-issued. E.S.B. 39071/63.*
Gastroenterology Equipment. June E.S.B. 12470/64.
Hospital Equipment. June 10. E.S.B. 12471/64.*

FORMOSA

Central Trust of China:
Alloy Stud Bolts. May 18. E.S.B. 12402/64.*
Centrifugal Pump. May 18. E.S.B. 12404/64.*
Vibratory Feeder. May 20. E.S.B. 12407/64.*
Amplifiers. (Further Information.) E.S.B. 35843/63.*
Ball Bearings. May 19. E.S.B. 12234/64.*
Attapulgus Clay. May 21. E.S.B. 12409/64.*
Steel Pipes. May 15. E.S.B. 11875/64.*
Gas Jet Lamps. May 15. E.S.B. 12238/64.*
Heat Transfer Medium. May 21. E.S.B. 12795/64.*
Vibro Shearing Machine. May 25. E.S.B. 12791/64.*
Relays. May 21. E.S.B. 12789/64.*
Steel Plate. May 20. E.S.B. 12788/64.*
Steel Pipes. May 20. E.S.B. 12786/64.*
Marine Engines; Steel Specials; Anchors. May 21. E.S.B. 12792/64.*
Steel Channels. May 18. E.S.B. 12229/64.*
Plug-Valves. May 18. E.S.B. 12230/64.*
Watt Meters. May 18. E.S.B. 12233/64.*
Turbines with Reduction Gears. May 13. E.S.B. 12295/64.*
Ball and Roller Bearings. May 16. E.S.B. 12299/64.*
Gate and Globe Valves. May 19. E.S.B. 12300/64.*
Tractor; Fork-lift Truck. May 18. E.S.B. 12297/64.*
Grinding Machine. May 18. E.S.B. 12298/64.*
Cone Valves. May 18. E.S.B. 12401/64.*
Steel Plates. May 18. E.S.B. 12403/64.*
Pumps. May 18. E.S.B. 12405/64.*
Gate Valves. May 19. E.S.B. 12408/64.*
Steel Plates. May 18. E.S.B. 12231/64.*
Monoethanolamine. May 22. E.S.B. 12232/64.*
Gate and Globe Valves. May 19. E.S.B. 12235/64.*
Gate Valves. May 19. E.S.B. 12236/64.*
Band-Saw Blades. May 18. E.S.B. 12237/64.*
Electric Motors. May 13. E.S.B. 12296/64.*

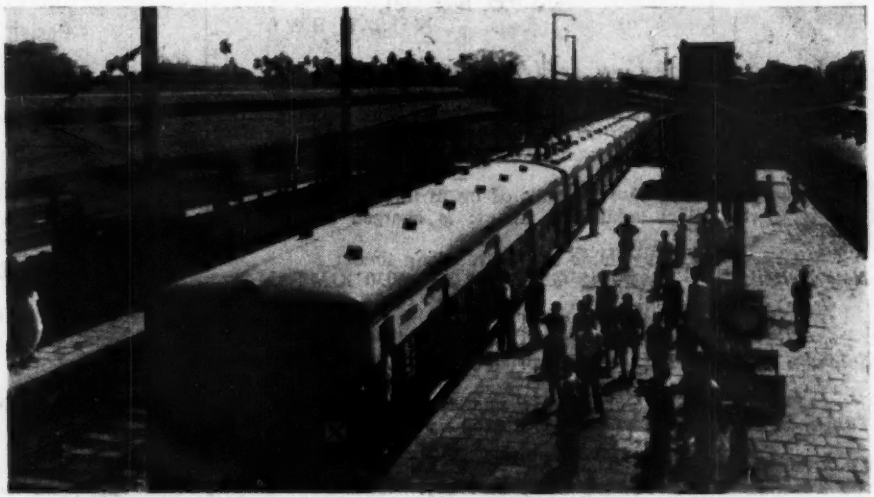
GABON

Road Works for Direction des Travaux Publics. May 15. E.S.B. 11514/64.

GERMANY

Juvenile Clothing for Finanzbehörde, Hamburg. May 19. Tender documents (in German) available. E.S.B. 13023/64.*

(*Continued on page* 979)



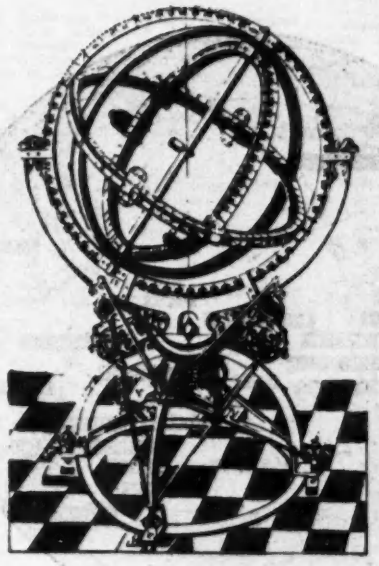
The present five-year development plan for India includes the electrification and conversion to a 25 kV a.c. supply of suburban railways in the Calcutta area. Associated Electrical Industries Ltd., and The English Electric Company Ltd., have collaborated in the supply of prototype electrical equipment for multiple-unit railway stock which has recently gone into service.

For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL

TRANSLATIONS

Contact:– **Dr. FRY'S TRANSLATION SERVICE**

2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11 **Telephone: PARK 3087 and 7163**



WE OFFER YOU
A WORLD WIDE SERVICE
FOR ALL
CATERING EQUIPMENT

The services of our technical and drawing staffs are also at your disposal.

Write today for our 250 page fully illustrated catalogue containing details of both heavy duty equipment and utensils.

FOR EQUIPMENT THAT SERVES YOU BEST

KITCHEN SUPPLIES LTD CONTRACTS DIVISION

LEXINGTON HOUSE, 12-26, LEXINGTON ST., LONDON, W.1. PHONE: GER 8424. GRAMS: KITSUPLESQUARE LONDON

Did You Know

?

THAT THERE IS A REGULAR SHIPPING SERVICE BETWEEN

GREAT YARMOUTH

AND THE

CONTINENT

(via NORFOLK LINE)

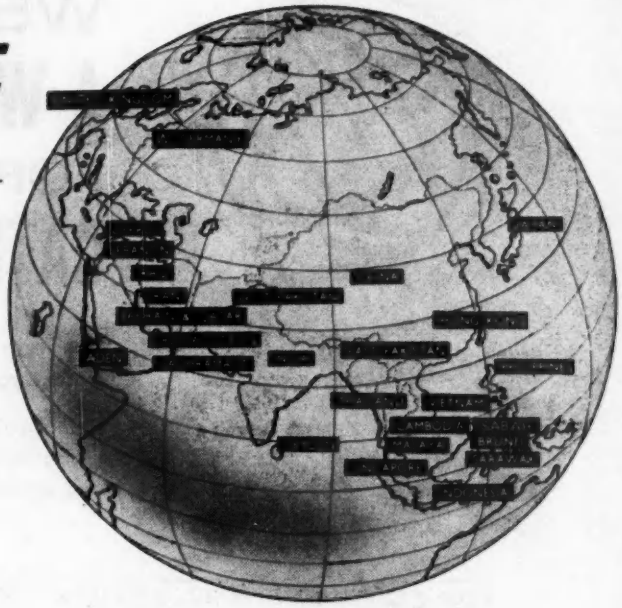
◆

If you are interested — please contact

BLOOMFIELDS LTD.
OCEAN HOUSE,
GREAT YARMOUTH,

TELEPHONE GT. YARMOUTH 2291 TELEX 1749

EXPORT DRIVE



For trade with the East consult

THE CHARTERED BANK

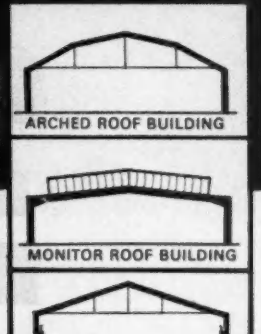
(Incorporated by Royal Charter, 1853)

The Bank, its subsidiaries and associates are the largest British banking group in the East, having over 200 branches in twenty-seven territories as shown in the map above.

THE CHARTERED BANK
Head Office: 38 Bishopsgate, London, E.C.2.
Manchester Office: 52 Mosley Street, Manchester, 2.
Liverpool Office: 28 Derby House, Exchange Buildings, Liverpool, 2.

THE EASTERN BANK LIMITED
Head Office: 2 & 3 Crosby Square, London, E.C.3.

ASSOCIATED BANKS: ALLAHABAD BANK LTD. (INCORPORATED IN INDIA) • THE IRANO BRITISH BANK (INCORPORATED IN IRAN)



For rapid and economical building construction choose an S & F steel framed building. There is a wide choice of buildings – from 30 ft (9 m) to 210 ft (65 m) in span – which are suitable for most industrial and commercial applications. All designs comply with accepted Building Codes throughout the world. Standard construction enables stocks of components to be held in readiness for quick shipment and also simplifies and speeds site erection. All steelwork is shot blasted and treated with 'Metalife' primer to prevent corrosion and provide an ideal base for any subsequent painting system. Write for illustrated brochure and location of nearest Agent.

SANDERS AND FORSTER LTD · BRIDGWATER HOUSE · WARTON ROAD · LONDON E15 · ENGLAND

SANDERS AND FORSTER – *FOR PROGRESS IN STEEL*
A Chamberlain Group Company

NATO Infrastructure Contract:
Rail Loading Facility for German Authorities. June 19. G.D. 648/64(326).

GREECE

Teletype Tape Perforator for Ministry of National Defence. May 11. E.S.B. 12225/64.*
Institute of Social Insurance:
Chemicals. June 6. E.S.B. 12410/64.*
X-ray Film. May 28. E.S.B. 12221/64.*
Ministry of Trade:
Stamp-Franking Machines. (Further Information.) Closing date postponed to June 2. E.S.B. 10014/64.
Tabulating Cards. Closing date postponed to May 29. E.S.B. 11369/64.*
Hellenic State Railways:
Cast Iron Ingots. June 2. E.S.B. 12411/64.*
Accumulator Batteries. May 29. E.S.B. 12412/64.*
Machine Tools. May 19. E.S.B. 12406/64.*
Lubricating Oil. June 5. E.S.B. 12441/64.*
Locomotive and Railcar Spare Parts. May 22. E.S.B. 12442/64.*

HONDURAS REPUBLIC

Constructional Projects for Honduras Government. Closing date not known. E.S.B. 12179/64.

HONG KONG

Pumping Plant for Colonial Secretariat. Closing date postponed to May 15. E.S.B. 11592/64.*

INDIA

Power Line Equipment for Punjab State Electricity Board. (Further Information.) Tender documents now available for loan. E.S.B. 3741/64.*
Stoking Units for Central Railway, Bombay. Tender documents now available. E.S.B. 9887/64.*
Suction Cutter on Dredger for Purchase and Transport Department, Patna. (Further Information.) E.S.B. 9064/64.*
Spillway Gates; Mechanical Hoists for Irrigation Department, Obra Dam Project. (Further Information.) Closing date postponed to June 30. E.S.B. 5758/64.
Tyres for Rolling Stock for Ministry of Railways. June 2. E.S.B. 12452/64.
Directorate General of Supplies and Disposals:
Cable and Accessories. May 19. E.S.B. 12287/64.*
Grinding Machine. May 29. E.S.B. 11882/64.*
National Coal Development Corporation:
Belt Conveyor. May 15. E.S.B. 12760/64.*
Cutting and Welding Equipment. May 16. E.S.B. 12219/64.*
Surface Grinders. May 25. E.S.B. 12761/64.*
Kerala State Electricity Board:
Gauge Recorder. May 11. E.S.B. 12476/64.
Theodolites. May 30. E.S.B. 12477/64.*
Heavy Electricals (India) Ltd.:
Machine Tools. (Further Information.) E.S.B. 1910/64.
Machine Tools (Further Information.) Closing date postponed to May 21. E.S.B. 4650/64.
Hindustan Antibiotics Ltd.:
Isopropil Alcohol. May 15. E.S.B. 11568/64.*
Soyabean Meal. May 15. E.S.B. 11575/64.*
Phenoxy Acetic Acid. May 15. E.S.B. 11572/64.*
Phosphoric Acid. May 15. E.S.B. 11573/64.*
Soyabean Oil. May 15. E.S.B. 11574/64.*
Phenylacetamide. May 15. E.S.B. 11571/64.*
Phenylacetic Acid. May 15. E.S.B. 11570/64.*
Dibenzyl Ethylene Diamine Diacetate. May 15. E.S.B. 11576/64.*
Octadecanol. May 15. E.S.B. 11569/64.*
Atomic Energy Establishment:
Breathing Apparatus. May 18. E.S.B. 12267/64.*
Heat Chamber. June 15. E.S.B. 12266/64.
Extension Shafts. May 19. E.S.B. 12268/64.
Tantalum Sheets. May 29. E.S.B. 12453/64.
Zirconoy Tubes and Rods. June 3. E.S.B. 12454/64.
Cable. May 11. E.S.B. 12264/64.
Dry Chamber. June 10. E.S.B. 12265/64.
P.V.C. Sealing Unit. May 21. E.S.B. 12269/64.
Drilling Machine. May 25. E.S.B. 12270/64.
Welding and Cutting Set. May 27. E.S.B. 12271/64.
Lathe. May 28. E.S.B. 12272/64.
Motor Alternator. May 19. E.S.B. 12275/64.
Welding Set. May 28. E.S.B. 12273/64.
Band Saw. May 28. E.S.B. 12274/64.

IRAN

Cable for Ministry of P.T.T. June 10. E.S.B. 12240/64.*
Cable Accessories for Iran Telephone Company. May 19. E.S.B. 12239/64.*
Paper and Board; Cellulose Wrapping for Tea Organization. May 21. E.S.B. 12278/64.

IRAQ

Buses for Liwa Local Administration. May 17. E.S.B. 12427/64.
Road Construction for Ministry of Communications. July 25. E.S.B. 12450/64.*
Sanitary Cleaner Truck for Government Oil Refineries Administration. May 16. E.S.B. 12439/64.
Ministry of Finance:
Typewriters. June 7. E.S.B. 12428/64.
Visual Slope Indicator. (Further Information.) Tender documents now available. E.S.B. 10394/64.*
Ministry of Municipal and Rural Affairs:
Bleaching Powder. (Further Information.) Tender documents now available. E.S.B. 10966/64.*
Line Taps. May 26. E.S.B. 124426/64.
Ministry of Defence:
Workshop Equipment. July 5. E.S.B. 12495/64.*
Sand Bags. June 28. E.S.B. 12714/64.
Spare Parts for Grinding Machines. July 1. E.S.B. 12463/64.*
Chemicals. July 5. E.S.B. 12492/64.*
Laboratory Equipment. July 5. E.S.B. 12497/64.*
Paper. July 5. E.S.B. 12491/64.*
Cardboard. July 5. E.S.B. 12490/64.*
Materials for Dry Cell Production. July 1. E.S.B. 12460/64.*
Laboratory Equipment; Photographic Equipment. July 5. E.S.B. 12496/64.*
Joints Steel and Aceton. June 24. E.S.B. 12705/64.
Chemicals. July 1. E.S.B. 12457/64.*
Polychlorvinyl Tube. July 1. E.S.B. 12458/64.*
Cell Carbon Rods. July 1. E.S.B. 12459/64.*
Boot-making Machinery. July 1. E.S.B. 12466/64.*
Dry Battery Sockets. July 5. E.S.B. 12494/64.*
Materials for Dry Cell Production. July 5. E.S.B. 12489/64.*
Water Supply, Irrigation and Sewerage Systems. June 28. E.S.B. 12712/64.
Spare Parts for Ammunition. June 24. E.S.B. 12709/64.
Combination Red Flint. June 24. E.S.B. 12499/64.
Lasts. June 24. E.S.B. 12707/64.
Tacks. June 24. E.S.B. 12702/64.
Eyelets/Rivets for Boots. June 24. E.S.B. 12706/64.
Iron Tips and Nails. June 24. E.S.B. 12500/64.
Workshop Equipment. July 5. E.S.B. 12493/64.*
Shoe Lasts; Clicking Press Knives. July 1. E.S.B. 12461/64.*
Raw Material for Ammunition. June 24. E.S.B. 12710/64.
Rubber Soles/Heels; Shoe-Lacings. June 24. E.S.B. 12704/64.
Sound Projector. June 28. E.S.B. 12713/64.
Spare Parts for Ammunition. June 24. E.S.B. 12708/64.
Materials for Dry Cell Batteries. July 1. E.S.B. 12455/64.*
Chemicals. July 1. E.S.B. 12456/64.*
Shoemakers' Lasts; Knives. July 1. E.S.B. 12462/64.*
Shoemaking Machinery. July 1. E.S.B. 12464/64.*
Chemicals. July 5. E.S.B. 12498/64.*
Cooking Unit Spares. June 28. E.S.B. 12711/64.*
Bicycles and Spare Parts. June 28. E.S.B. 12716/64.*

IRISH REPUBLIC

Bridge Construction for Kerry County Council. (Further Information.) Closing date postponed to June 13. E.S.B. 8505/64.

ITALY

NATO Infrastructure Contract:
Construction and Installation of Electronic Equipment for Radio Communication Systems for Italian Authorities. Apply by May 11. G.D. 661/63(228).

KUWAIT

Medicines for Ministry of Defence. May 27. E.S.B. 12277/64.
Ministry of Electricity and Water:
Thermal Insulating Material. May 20. E.S.B. 12243/64.*
Cable Boxes. May 23. E.S.B. 12244/64.*

LEBANON

Telephone Switchboard Unit for Civil Aviation Safety Centre. May 12. Tender documents (Specifications in English, conditions in French) available. E.S.B. 12758/64.*

MALAYSIA

Elevators for Housing and Development Board. May 11. E.S.B. 12284/64.

NEW ZEALAND

General Post Office, Wellington:
Capacitors. May 26. E.S.B. 12486/64.*
Measuring Instrument. May 26. E.S.B. 12773/64.*
Capacitors and Resistors. May 27. E.S.B. 12772/64.*

NICARAGUA

Pumping Station Equipment; Transformers for La Empresa Aguadora de Managra. May 29. E.S.B. 11836/64.

NIGERIA

A.C. Network Analyser for Electricity Corporation of Nigeria. May 15. E.S.B. 12215/64.

NORTHERN RHODESIA

Shovels and Spades for General Supply and Tender Board. May 22. E.S.B. 12389/64.*

PAKISTAN

Director of Supply, Dacca:
Medical Equipment. May 18. E.S.B. 12254/64.*
Diesel Engines. May 16. E.S.B. 12255/64.*
Directorate of Telegraph and Telephone:
Air-conditioning Equipment. May 19. E.S.B. 11891/64.*
Micro-wave Link. June 3. Tender conditions and specifications now available. E.S.B. 11890/64.*
Pakistan Western Railway:
Machine Tools. May 11. E.S.B. 12261/64.*
Permanent Way Equipment; Structural Steel. May 11. Tender documents now available. E.S.B. 10594/64.*
Screw Coupling. May 12. E.S.B. 12488/64.*
East Pakistan Water and Power Development Authority:
Cable and Accessories. May 18. E.S.B. 12247/64.*
Porcelain Insulators. May 18. E.S.B. 12248/64.*
Switchgear. May 21. E.S.B. 12253/64.*
Steel Poles. May 19. E.S.B. 12250/64.*
Aluminium Conductor and Accessories. May 20. E.S.B. 12251/64.*
Transformers. May 19. E.S.B. 12249/64.*
Switchgear. May 21. E.S.B. 12252/64.*

PORTUGUESE WEST AFRICA

Electronic Equipment; Measuring Equipment for Programme Direction for Radio Broadcasting. May 14. E.S.B. 12214/64.

SAUDI ARABIA

Hydrological and Geological Equipment for the Ministry of Agriculture. May 30. E.S.B. 12774/64.*

SOUTH AFRICA

Automatic Telephones for Central Tender Board. May 15. E.S.B. 12472/64.
South African Railways:
Armature Core Stampings. May 15. E.S.B. 12257/64.*
Axle Box Guide Liners. May 15. E.S.B. 12258/64.*
Boiler Pipes and Tubes. May 15. E.S.B. 12256/64.*
Transvaal Provincial Tender Board:
Front-end Loaders. May 22. E.S.B. 12724/64.*
Tender Board, Cape Provincial Administration:
Stationery Requisites. May 22. E.S.B. 12284/64.*
Brushes, Glue. May 19. E.S.B. 12285/64.*
Basketmaking Equipment. May 15. E.S.B. 12283/64.*
Cane. May 19. E.S.B. 12282/64.*
State Tender Board:
Caravan. May 14. E.S.B. 12730/64.*
Laboratory Equipment. May 15. E.S.B. 12718/64.*

(*Continued on next page*)

Going Abroad?

... LET B.H.T. DO THE DONKEY WORK ...

B.H.T. is an organisation offering a personal service to executives travelling on business or on holiday. All arrangements are tailored to the exact needs of the individual, using normal scheduled services and the better class hotels.

Our representative will be pleased to call and discuss our mode of operation with you or your Company Secretary in advance of any particular needs.

Let B.H.T. arrange your holiday too! Write now for free brochure "How to Go Abroad in 1964"

BUSINESS & HOLIDAY TRAVEL LTD., 117 Grand Buildings, Trafalgar Square, London W.C.2. TRAfalgar 4114

Diving Suits. May 18. E.S.B. 12723/64.*
Concrete Mixers. May 14. E.S.B. 12727/64.*
Drilling Equipment. May 14. E.S.B. 12728/64.*
Laboratory Apparatus and Glassware. May 13. E.S.B. 12717/64.*
Dewatering Pumps. May 14. E.S.B. 12729/64.*
Soil Samplers. May 14. E.S.B. 12726/64.*
Sheet Straightening Machine. May 11. E.S.B. 12720/64.*
Welding Sets. May 11. E.S.B. 12719/64.*
Laboratory Equipment. May 25. E.S.B. 12721/64.*

SOUTH VIETNAM

Miscellaneous Office Supplies for Central Purchasing Authority. May 29. E.S.B. 12746/64.*

SOUTHERN RHODESIA

Southern Rhodesia Government Tender Board:
Mats. May 15. E.S.B. 11392/64.*
Rugs. May 15. E.S.B. 11391/64.*

SPAIN

Telecommunication Development Project for Ministerio de la Governacion. (Further Information.) E.S.B. 11815/64.
Ministry of Public Works:
Study of Fishing Ports. (Advance Information.) Closing date not known. E.S.B. 12292/64.
Irrigation Improvement Works. May 18. E.S.B. 12474/64.

SUDAN

Motor-driven Grinding Machine for Sudan Railways. May 26. E.S.B. 12444/64.*

TANGANYIKA

Insecticide for Central Tender Board. June 5. E.S.B. 12213/64.*

THAILAND

Thai Paper Factory:
Kaolin. May 11. E.S.B. 12735/64.
Copper Sieve. May 12. E.S.B. 12745/64.

State Railways:
Bearing Plates. June 30. E.S.B. 12434/64.
Leaf Spring. May 21. E.S.B. 12435/64.
Pig Lead. May 21. E.S.B. 12436/64.
Transistor Inverters. May 20. E.S.B. 12733/64.
Flashing Lights. May 25. E.S.B. 12736/64.
Mineral Resources Department:
Arc Welding Machines. May 18. E.S.B. 12737/64.*
Drilling Equipment. May 13. E.S.B. 12738/64.
Pumps. May 14. E.S.B. 12739/64.*
X-Ray Equipment. May 19. E.S.B. 12740/64.*
Pumps. May 11. E.S.B. 12742/64.*
Air Compressors. May 15. E.S.B. 12741/64.*
Radio Transmitters. May 20. E.S.B. 12744/64.*
Pumps. May 12. E.S.B. 12743/64.*

TRINIDAD AND TOBAGO

X-Ray Apparatus for Ministry of Health and Housing. May 26. E.S.B. 12485/64.*

TUNISIA

Electric Water Heaters for Société Tunisienne de Electricite et du Gaz. May 30. Tender documents (in French) available. E.S.B. 12800/64.*

TURKEY

Turkish Maritime Bank:
Diesel Compressor Sets. May 13. E.S.B. 12469/64.*
Marine Beacons. May 14. E.S.B. 12468/64.*
State Highways Department:
Screening Plant. May 11. E.S.B. 12758/64.*
Spare Parts for Buses. May 15. E.S.B. 12756/64.*

UNITED STATES OF AMERICA

Bureau of Reclamation:
Dam Gates. May 12. E.S.B. 12241/64.*
Freight Elevator. May 14. E.S.B. 12754/64.*
Generators. May 26. E.S.B. 12753/64.*

URUGUAY

VHF Radio Telephone Equipment for Obras Sanitarias del Estado. May 21. Tender documents (in Spanish) available. E.S.B. 13016/64.*

Agency and export opportunities, market reports, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, (City 5757, Ext. 427). Please quote reference numbers in all inquiries.

Australia
Agency inquiry for military equipment. (E.S.B. 12528/64.)
Agency inquiry for boat and yacht fittings. (E.S.B. 12080/64.)
Inquiry for veterinary chemicals and products. (E.S.B. 12053/64.)
Inquiry for brushware; fancy goods; toiletries – further information. (E.S.B. 8180/64.)
Inquiry for billiard table slates. (E.S.B. 7689/64.)
Inquiry for ferrous castings. (E.S.B. 11950/64.)
Inquiry for adhesives; chemicals; coatings, plastics raw materials. (E.S.B. 12599/64.)
Manufacture under licence – plastics products. (E.S.B. 12055/64.)
Manufacture under licence – hardware. (E.S.B. 11932/64.)
Manufacture under licence – domestic appliances; light engineering products; office equipment. (E.S.B. 12103/64.)
Reference to the Special Advisory Authority. (C.R.E. 1697/64.)

Belgium
Agency inquiry for dry cleaning machines; laundry machines. (E.S.B. 11988/64.)
Agency inquiry for food specialities. (E.S.B. 3330/64.)

British Guiana
Agency inquiry for builders' hardware; carpets; haberdashery; household utensils. (E.S.B. 12522/64.)
Agency inquiry for foodstuffs. (E.S.B. 12149/64.)
Inquiry for builders' hardware and materials. (E.S.B. 12521/64.)

Canada
Agency inquiry for cranes; hoists; machine tools. (E.S.B. 12082/64.)
Agency inquiry for stationery sundries. (E.S.B. 11677/64.)
Agency inquiry for hand-kitting wools; knitting patterns; knitwear; footwear. (E.S.B. 12397/64.)

Ceylon
Inquiry in respect of shore facilities for fisheries harbour – further information. (E.S.B. 7234/64.)

Cuba
Inquiry for medical equipment supplies and literature. (E.S.B. 11286/64.)

Denmark
Agency inquiry for metal knitting needles. (E.S.B. 12345/64.)

Egypt
Inquiry for pharmaceutical preparations. (E.S.B. 12563/64.)

Fiji
Agency inquiry for knitting wool. (E.S.B. 11916/64.)

France
Agency inquiry for pneumatic drills. (E.S.B. 12555/64.)
Agency inquiry for leather travel goods; shoes-making materials. (E.S.B. 12325/64.)
Agency inquiry for foodstuffs. (E.S.B. 37555/62.)
Agency inquiry for dairy equipment and machinery. (E.S.B. 12018/64.)
Agency inquiry for ribbon saws. (E.S.B. 12612/64.)
Agency inquiry for smokers' requisites. (E.S.B. 12092/64.)
Agency inquiry for smokers' sundries. (E.S.B. 12681/64.)
Agency inquiry for domestic fuel handling equipment; oil heaters; plastics and rubber gloves. (E.S.B. 12562/64.)
Agency inquiry for baby-clothes; knitwear; men's clothing; rainwear; sportswear. (E.S.B. 12359/64.)
Agency inquiry for toys. (E.S.B. 12518/64.)
Inquiry for audiometric equipment; hearing aids; spectacle frames. (E.S.B. 11970/64.)
Inquiry for worsted woollen cloth. (E.S.B. 12372/64.)
Inquiry for sanitary ware. (E.S.B. 12645/64.)
Inquiry for refrigerators. (E.S.B. 12635/64.)
Inquiry for prefabricated houses. (E.S.B. 12570/64.)

France/Iceland
Trade Agreement. (C.R.E. 7979/G.)

France/Sweden
Trade Agreement. (C.R.E. 6483/G.)

Germany
Inquiry for welded constructions. (E.S.B. 10620/64.)

Ghana
Inquiry for aquarium equipment; framing machinery; injection moulding machine; mirror supports. (E.S.B. 11626/64.)
Inquiry for bolt making plant; crown cork manufacturing machinery; wire. (E.S.B. 12343/64.)

Hong Kong
Inquiry for rolling mill machinery. (E.S.B. 11978/64.)

Israel
Inquiry for food machinery. (E.S.B. 1107/64.)

Italy
Agency inquiry for machine tools. (E.S.B. 10459/64.)
Agency inquiry for rubber antioxonant. (E.S.B. 12094/64.)
Agency inquiry for cosmetics; costume jewellery; toilet requisites. (E.S.B. 12087/64.)
Agency inquiry for electrodes for welding; welding alloys. (E.S.B. 12070/64.)
Inquiry for cutlery; multi-purpose knives. (E.S.B. 12317/64.)

Italy/Czechoslovakia
Trade Agreement. (C.R.E. 990/G.)

Jamaica
Agency inquiry for steam and pumping traps. (E.S.B. 12167/64.)

Kuwait
Agency inquiry for lapping machines. (E.S.B. 9786/64.)
Inquiry for electrical equipment. (E.S.B. 12328/64.)

Lebanon
Inquiry for electrical measuring apparatus; list of approved suppliers. (E.S.B. 13639/64.)

Malaysia
Inquiry for hairdressing equipment. (E.S.B. 12530/64.)

Morocco
Agency inquiry for industrial chemicals. (E.S.B. 9977/64.)

Morocco/Czechoslovakia
Trade Agreement. (C.R.E. 7156/G.)

North Africa
Development projects. (E.S.B. 12581/64.)

North America
Visits of department store buyers. (E.S.B. 506/64.)

Northern Rhodesia
Agency inquiry for chemists' sundries; hospital and surgical supplies; pharmaceuticals. (E.S.B. 8639/64.)

Norway
Inquiry for spouts for kitchenware; handles for hollowware – further information. (E.S.B. 3959/64.)

Philippines Republic
Inquiry for lifts. (E.S.B. 12227/64.)

Poland
Foreign Trade Enterprises. (E.S.B. 12160/64.)

Portugal
Agency inquiry for pharmaceutical chemicals; hospital and chemists sundries. (E.S.B. 12604/64.)
Agency inquiry for plastics sheets. (E.S.B. 11648/64.)
Inquiry for engines – further information. (E.S.B. 9799/64.)

South Africa
Agency inquiry for hardware; sports goods. (E.S.B. 12349/64.)
Inquiry for light engineering products; plastics; woodworking machinery. (E.S.B. 11944/64.)

Southern Rhodesia
Department store promotion. (E.S.B. 11043/64.)

Sweden
Inquiry for women's slippers. (E.S.B. 12546/64.)

Switzerland
Agency inquiry for advertising articles; novelty gift items. (E.S.B. 12346/64.)
Agency inquiry for industrial electronic equipment; radar equipment, television equipment; traffic control equipment. (E.S.B. 12557/64.)
Agency inquiry for buttons. (E.S.B. 12076/64.)
Agency inquiry for chemical raw materials. (E.S.B. 12309/64.)

Turkey
Inquiry for mobile bakeries. (E.S.B. 12123/64.)

United States of America
Inquiry for confectionery; smokers pipes. (E.S.B. 12376/64.)
Inquiry for office equipment. (E.S.B. 12025/64.)
Inquiry for confectionery; foodstuffs. (E.S.B. 11999/64.)
Inquiry for commercial products; construction materials and equipment; industrial products and equipment. (E.S.B. 14496/63.)
Inquiry for grease guns; camshafts; gasket sets – further information. (E.S.B. 2187/64.)
Manufacture under licence – electronic equipment. (E.S.B. 13056/64.)
Manufacture under licence – central heating equipment. (E.S.B. 12096/64.)

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

£1 million painting plant for S.A.

Drysys Equipment Limited, the export subsidiary company of the Carrier Group, has been awarded a £1 million contract for the installation of a complete motor body painting plant for the Port Elizabeth South Africa factory of General Motors Limited.

Melting furnaces for Yugoslavia

AEI-Birlec Ltd., Birmingham, have obtained orders worth over £¼ million to supply three 40-ton Direct-Arc melting furnaces for the steel works at Ravne and Store in Yugoslavia.

Extruder for transatlantic cable

An extruder line for insulating heavy duty armourless cable for a transatlantic telephone link is being built by Fawcett Preston & Co., Bromborough, of the M.I. Group, for the French company Les Dables de Lyon. The equipment including ancillaries and controls is worth nearly £39,000.

Fishing ships for Ghana

A £3 million order for six large fishing vessels equipped with freezing plant has been placed by the Goverment of Ghana with Atlantic Shipbuilding Co., Newport.

Meter provers for Iran

Gloster Equipment Ltd., Hucclecote, a Hawker Siddeley company, has received a contract from Iranian Oil Services Ltd., for the supply of four 24 inch uni-directional static meter provers.

Plate mill plant for Finland

Davy and United Engineering Co. Ltd., Sheffield, a member of the Davy-Ashmore Group, have been selected by Rautaruukki Oy, Finland, as main contractors for the supply of a 142 inch plate mill for the new steel works at Raahe. The £3 million order was taken in the face of fierce foreign competition.

Argentina buys pressure vessels

John Thompson Group companies, Wolverhampton, have started delivery of $1¼ million worth of different types of pressure vessels to Petroquimica Argentina S.A. for installation in a new protochemical complex.

Turbo-generator order from Spain

A 60,000 kW steam turbo-generator worth £500,000, is being supplied by C. A. Parsons and Co. Ltd., Newcastle on Tyne, to Hidroelectricia de Moncabril, for installation in the new Cangas de Narcea power station near Oviedo, Spain.

Microwave equipment for Canada

The Bell Telephone Co. of Canada has awarded a contract to Canadian General Electric for the supply of equipment for a new microwave telephone system. The equipment will be manufactured by GEC (Telecommunications) Ltd., Coventry.

Durban orders buses

An order from Durban Corporation, South Africa, calls for another 61 Worldmaster buses manufactured by Leyland Motors Ltd., and assembled locally.

Aeration equipment for Baghdad

Activated Sludge Ltd., London, a Hawker Siddeley company, are to supply aeration equipment worth over £75,000 for the biological treatment plant at the new Rustamiyah sewage works which serve Baghdad, Iraq.

Radio for Danish police

A £250,000 order has been placed by the Danish State Police with Pye Telecommunications Ltd., Cambridge, for the supply of a complete mobile radio-telephone network to cover the whole of Denmark. The order was won after field trials and in face of international competition.

Equipment for Rhodesian mine

Winding equipment worth over £250,000 is to be supplied by AEI Ltd., Rugby, for a mine in the Copperbelt, Northern Rhodesia.

Russia buys shoes

The Russian State Trading Organization has placed a repeat order with CWS Ltd., Manchester, for 27,000 pairs of women's fashion shoes and 8,000 pairs of men's shoes.

A line of Spey by-pass jet engines being assembled in the Derby factory of Rolls-Royce Ltd. These engines are in quantity production for the Hawker Siddeley Trident and the BAC One-Eleven airliners. A variant of the civil Spey, the Spey Junior, will power the new Fokker F-28 jet transport, production of which is likely to be shared with W. German firms.

Steel to South Africa

Approximately 120,000 square feet of steel Q-deck is being supplied by H. H. Robertson (Export) Ltd., Ellesmere Port, for the roof of a new Ford factory in South Africa. A further 127,000 square feet of metal sheeting is being supplied for two other factories in South Africa.

Thailand dam contract

A contract worth £265,000 has been awarded to the Cementation Group of Companies, London, for drilling and grouting operations on the new Fong Neeb Dam in Thailand.

Kitchen unit order from Malta

Arthur Productions Ltd., Clydebank, have gained a contract from Malta to supply fitted kitchen units for a housing development scheme.

Survey vehicles

The Compagnie Generale de Geophysique of France, who are carrying out a geological survey in Queensland, have ordered from AEC Ltd., London, three Militant six wheel drive units to be shipped c.k.d. and assembled in Sydney.

Orders from Indian mines

Against international competition the General Electric Co. of India (Private) Ltd., in conjunction with GEC (Engineering) Ltd., Erith, have received a £1,300,000 order for three winding installations for the Jharia coalfield near Calcutta. The same two companies also received a £905,000 order from the Hutti Gold Mines Co. Ltd., for a gold ore crushing and grinding plant.

Qantas orders four Concords

Qantas, the Australian airline, have placed an order for four Concord supersonic airliners.

By arrangement with the Chinese Chargé d'Affaires in London, a mission from the Ministry of Railways of the Chinese People's Republic recently visited the works of Davey, Paxman & Co. Ltd., Colchester. Although their interest extended over the whole range of the firm's products, the mission was particularly interested in the Ventura engines and horizontal engines which have been so successful with British Railways. From left to right: Mr. Chou Mo Lu; Mr. K. C. Shih; Mr. Chen Ping; Mr. A. Griffiths, Davey Paxman & Co. Ltd.; Mr. H. P. Brown, sales manager, Davey, Paxman & Co. Ltd.; Mr. Tan Hsueh Wen; Mr. Chen Chao Kuei; and Mr. Tang Mao Sung.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FRANCE

Global quotas

THE FRENCH *Journal Officiel* of April 16 announced that seed potatoes of the variety 'Flora' (Tariff heading 07.01 A Ia) have been added to the list of floury potatoes which may be imported under the quota published in the *Journal Officiel* of October 12, 1963. Details of the quota were published in the *Board of Trade Journal* of October 25, page 938.

THE FRENCH *Journal Officiel* of April 21 announced the opening of a quota for the import of fresh bananas (Tariff heading 08.01 ex B), originating in all countries.

Import licences will be granted to importers by the *Société interprofessionelle martiniquaise de stabilisation du marché bananier* (SIMBA), under conditions set out in a notice which may be consulted from April 21 at their offices, at 18 rue de Turbigo, Paris (1 er).

The full French text of the above notices may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Imports of honey

THE FRENCH *Journal Officiel* of April 3 announced that the validity of licences for the import of natural honey (Tariff No. 04.06) from all countries, issued after April 3 within the terms of a notice published in the *Journal Officiel* of December 21, 1963, will be limited to July 31. This date will be endorsed on import certificates by the *Service des autorisations commerciales.*

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Duty quotas

THE FRENCH *Journal Officiel* of April 19 announced the amount of the duty reduced quotas for special pig iron and cast iron (Tariff heading 73.01 B II b) and iron or steel coils for re-rolling (see *Board of Trade Journal* of April 24, page 931) for the period April 19 to December 31, 1964, inclusive.

The quota for the import of special pig iron and cast iron, containing by weight a maximum proportion of 0·04 per cent of manganese, 0·035 per cent of phosphorus, and 0·03 per cent of sulphur, has been fixed at 2,275 metric tons net weight. It is reserved for pig iron and cast iron intended for the manufacture of chill-moulded products.

The quota for the import of iron or steel coils for re-rolling, of a width of less than 1·50 metres, has been fixed at 18,330 metric tons net weight. It is reserved for coils intended for the manufacture of cold-rolled sheets.

The full French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Global quota for unroasted coffee

THE FRENCH *Journal Officiel* of April 15, announced the opening of the quota for the import of unroasted 'Arabica' coffee (Tariff No. 09.01 AIa), for the second quarter of 1964, originating in and imported from the countries of the convertible franc zone.

Licence applications will be received by the *Service des autorisations commerciales* (*importations*), *Direction des relations économiques extérieures, 8, rue de la Tour-des-Dames, Paris* (9e), from April 15, onwards. The applications should be made in accordance with the conditions laid down in the notice to importers published in the *Journal Officiel* of January 14, 1962. Only applications concerning 'Arabica' coffee of a quality at least equivalent to New York type 6 will be considered.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Price limitation on solid beet and cane sugar and molasses

THE FRENCH *Moniteur Officiel du Commerce International* of April 15 announced that the importers' margin (all taxes included) on solid beet and cane sugar (Tariff Nos. 17.01 A and B) and molasses (Tariff No. 17.03 B IV) the duty on which has recently been reduced or suspended (see *Board of Trade Journal* of April 24, 1964, page 931) may not exceed those ruling on October 31, 1963, or at the nearest earlier date.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4.

ROBERT HOUGH
PROPRIETORS LIMEHOUSE PAPERBOARD MILLS LTD.
WASTE PAPERS • ALL TEXTILE WASTES • RAGS
ROPES • JUTE • FLAX • HEMP • SISAL • MANILA
ALL TYPES OF COTTON WASTE
VICTORIA HOUSE, NARROW STREET, LONDON, E.14. Phone: EAStc 5632/3.
Telex No. 21372. Cables: PAPERSTOCK, LDN, E.14.
TEMPLE MILL, MARLOW, BUCKS. Phone: MARLOW 4488.
Manufacturers & Processors - Importers & Exporters
ROBERT HOUGH RH SINCE 1860

Import regulations for birds and rodents

THE French *Journal Officiel* of April 9, announced the prohibition on health grounds of imports into and through Metropolitan France and into the French Overseas Departments of Guadeloupe, Guiana, Martinique and Reunion, of the following birds, rodents and their products:

Tariff No.	Description
01-05	Live farmyard poultry (fowls, ducks, geese, turkeys and guinea fowl).
01-06 A, B I and II	Domestic rabbits and domestic pigeons.
01-06 B III and C ex I	Game: feathered game and rodents.
01-06 C ex II	Other: birds, rodents.
02-02	Dead farmyard poultry and edible offals (except liver), fresh, chilled or frozen.
02-03	Poultry livers, fresh, chilled, frozen, salted or in brine.
	Other meat and edible offals, fresh, chilled or frozen:
02-04 A	Of domestic rabbits and domestic pigeons.
02-04 ex B	Of game: rodents and feathered game.
Ex 02-05	Unrendered poultry fat, fresh, chilled, frozen, salted or in brine, dried or smoked.
	Meat and edible offals (excluding poultry livers), salted or in brine, dried or smoked:
02-06 C ex II	Of poultry, feathered game, wild and domestic rodents.
04-05 ex A	Eggs for hatching, of fowls, turkeys, guinea fowl, pheasants, partridge, quail, American partridge, francolins, peahens, duck, teal, geese, swans, turtle doves and pigeons.
05-15 ex B	Products of animal origin not elsewhere specified or included (birds, rodents): dead animals (birds, rodents), unfit for human consumption.
16-02 ex A, ex B	Preparations of meat or offal (excluding poultry livers and preserves).
41-01 ex B 1	Raw skins, fresh or green-salted, of rodents.
Ex 43-01	Raw furskins, fresh or green-salted, of rabbits, hares and other rodents.

Some live and killed birds, poultry and rodents and eggs for hatching may be imported in certain circumstances, subject to the production of an official veterinary certificate from the country of origin.

The full French texts of the above notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Import regulations for meat and other animal products

THE FRENCH *Journal Officiel* of April 12, announced that the import of the products listed below is to be prohibited, except for transit across Metropolitan France, unless they are accompanied by a health certificate from the country of origin:

Tariff No.	Description
02-01	Meat and edible offals of the animals falling within heading Nos. 01-01 to 01-04 inclusive, fresh, chilled or frozen.
02-02	Dead farmyard poultry and their edible offals (except liver), fresh, chilled or frozen.
02-03	Poultry liver, fresh, chilled or frozen, salted or in brine.
02-04	Other meat and edible offals, fresh, chilled or frozen.
02-05	Fat, including unrendered pig fat and poultry fat, excluding fat containing lean meat, fresh, chilled, frozen, salted or in brine, dried or smoked.
02-06	Meat and edible offals of all kinds (except poultry liver), salted or in brine, dried or smoked.
04-05 B I	Eggs not in shell and egg yolks suitable for human consumption.
Ex 05-04	Guts, bladders and stomachs of animals (other than those of edible fish), whole or in pieces.
Ex 15-01	Lard and other rendered pig fat, rendered poultry fat (products suitable for human consumption only).
Ex 15-02	Tallow, raw or melted (products suitable for human consumption only).
Ex 15-03	Lard stearin; oleostearin; lard oil and oleo-margarine (products suitable for human consumption only).
Ex 15-06	Other animal oils and fats (neat's-foot oil and fats from bones or waste, etc.) (products suitable for human consumption only).
Ex 15-12 ex A II, ex 15-12 ex B II	Animal fats and oils, hydrogenated, intended for the manufacture of edible fats (products originating from animals other than marine mammals only).
Ex 15-13	Margarine, imitation lard and other prepared alimentary fats (if one of the ingredients is an animal fat, except those originating from marine mammals).
16-01	Sausages and the like of meat, meat offal or animal blood.
16-02	Other prepared or preserved meat or meat offal.
16-03	Meat extracts and meat juices.
Ex 21-05 ex A	Preparations for soups and broths; prepared soups and broths containing meat, meat extracts or meat juices.
Ex 35-02 ex A II	Albumins of eggs or blood, intended for human consumption.

The dispositions of this decree will come into force six months from the date of its publication in the *Journal Officiel*.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

THE NETHERLANDS

Import duty tariff quotas

A NETHERLANDS Ministerial Order No. D4/2796 of April 14, 1964 (*Nederlandse Staatscourants'* No. 72 and No. 75 (revised text) of April 14 and April 17, respectively), contains an addition (reproduced below) to the list of goods to be admitted free or at a reduced rate of import duty up to an annual quota specified against each item when imported from *non-EEC* countries. Goods imported under the terms of this order may *not* be re-exported from The Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning, sifting, washing, dyeing, bottling, packing in bags, affixing labels, etc. will not be regarded as having been further manufactured or treated).

The order came into force on April 15, 1964.

Addition

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Duty-free or Reduced Duty (Per cent)	
		OLD (Prior to Jan. 1, 1964)	NEW (From Jan. 1, 1964)	OLD (Prior to Jan. 1, 1964)	NEW (From Jan. 1, 1964)
ex 73.01 B II b	Haematite pig iron and cast iron containing 1·5% or less by weight of manganese, except haematite pig iron and cast iron, containing not more than 0·04% by weight of manganese, 0·035% by weight of phosphorus, and 0·03% by weight of sulphur	—	4,375*	—	5
73.01 C II	Phosphoric pig iron and cast iron containing more than 1% by weight of silicon				

* Quota for the period from February 15, 1964, to December 31, 1964 (inclusive).

A previous notice on The Netherlands Import Duty Tariff quotas concerning haematite pig iron and cast iron was published in the *Board of Trade Journal* of April 10, 1964 (page 809).

DENMARK

Imports from Hong Kong

FOLLOWING THE NOTICE published in the *Board of Trade Journal* on December 27, 1963, the Licensing Office of the Danish Ministry of Commerce has announced, in a circular dated March 19, 1964, that the Indian Chamber of Commerce, Hong Kong, should be added to the list of organizations entitled to issue certificates of origin which should accompany, on importation into Denmark, free list goods produced in Hong Kong.

Inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2305).

SWITZERLAND

Turnover tax on beer and manufactured tobacco

THE SWISS FEDERAL Department of Finance and Customs has published an Order dated February 12, 1964, modifying Order No. 4c of November 29, 1958 (see *Board of Trade Journal* of January 9, 1959).

Under the provisions of the new Order which takes effect from February 1, 1964, the turnover tax on imported beer is fixed at 4·5 per cent of the value of the beer free at the Swiss frontier including customs duties and other fiscal charges.

All inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460).

PORTUGAL

Drawback of import duty on polyethylene and polypropylene

THE PORTUGUESE *Diario do Governo*, First Series No. 73 of March 26, publishes Order No. 20,475 authorizing the importation under the drawback system of polyethylene and polypropylene, classified under Tariff No. 39.02.02, and intended for the manufacture of yarns, ropes, nets and doormats for export.

For every 100 kilograms of finished products exported, the duties corresponding to 100 kilograms of raw material imported shall be refunded.

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C. 4. (Tel. City 5757, Ext. 460 and 462).

AUSTRIA

Anti-dumping law on some wool and cotton cloths

IT IS reported by H.M. Embassy in Vienna that an Ordinance has been issued under the authority of the Austrian Anti-Dumping Law which came into effect on June 7, 1962.

The Ordinance lists woven cloth of sheeps wool or other fine animal hair other than furnishing material (Tariff No. 53.11B) and printed cotton cloth (Tariff No. Ex 55.09B) as being exposed to the danger of dumping. The Ordinance will remain in effect from February 19 to September 30, 1964.

Any inquiries arising from this Notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext.458, 459 and 461).

SENIOR INSPECTOR OF WEIGHTS & MEASURES

up to £1,872 p.a.
plus gratuity and other allowances

Senior Inspector of Weights & Measures with Board of Trade qualification required by the Federal Ministry of Commerce and Industry, Nigeria. I.W.M A. membership an advantage.

Duties will include administration of an allocated area, probably in Northern Nigeria, fraud investigation, and initiation of systems of inspection, connected with the trade in cash crops.

The appointment will be for two tours of 12-15 months with prospects of re-engagement. Seven days U.K. leave per month. Low income tax rates; car loan scheme; free medical and dental services; low rental furnished accommodation provided; gratuity at the rate of £150 p.a. on completion.

For further details and information on life in Nigeria to-day write stating age, experience and qualification, quoting Ref. No. E.19/APP to the Second Secretary (Recruitment),

NIGERIA HIGH COMMISSION
Nigeria House, Northumberland Avenue, London, W.C.2.

IRAN

Restriction on the import of drugs

DETAILS OF RESTRICTIONS on the import of drugs into Iran were published in the *Board of Trade Journal* of May 17, 1963.

The Iranian Ministry of Health has now reported that the restrictions have now been lifted and that applications for the registration of new pharmaceutical lines for sale in Iran will once again be considered.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2221), quoting reference CRE/2750/G.

NIGERIA

Brussels Nomenclature Tariff

GOVERNMENT NOTICE No. 220 published in the Nigerian Federal Republic *Official Gazette* dated February 6, 1964 announces the issue of the Nigerian Tariff re-classified according to the Brussels Nomenclature. This tariff is not in operation and is issued for trial purposes only with effect from March 1, for a period of approximately three months.

During this trial period importers and exporters are invited to present an *additional* copy of each Customs duty entry, classified according to the new tariff, for the purpose of practice only to assist in familiarizing traders and Customs officers with the new classifications.

Any inquiries relating to the new classifications should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

Customs tariff amendments

CUSTOMS TARIFF (Duties and Exemptions) (No. 4) Order 1964 published by the Federal Nigerian Government amends with effect from March 9, 1964 the Second Schedule (Exemptions from Import Duties) to the Customs Tariff by the addition of the following new item:

SECOND SCHEDULE

Exemptions from Import Duties

33A. Leather and textile materials imported for the manufacture of shoes by a manufacturer approved in that behalf by the Minister.

Note:
This order exempts from duty leather and textile materials used for the manufacture of shoes imported by an approved manufacturer.

CUSTOMS TARIFF (Duties and Exemptions) (No. 5) Order 1964 published by the Federal Nigerian Government amends with effect from April 7, 1964 the First Schedule (Import Duties of Customs) to the Customs Tariff by the addition of a new item:

Item No.	Goods	Rate of Duty
50A	Sewing machine parts and hardware items imported for use in the assembly of sewing machines and sewing machine cabinets respectively by a manufacturer approved in that behalf by the Minister	*ad val.* 10%

Note:
This order imposes an *ad valorem* duty of 10 per cent on sewing machine parts and hardware items used in the assembly of sewing machines and sewing machine cabinets and imported by an approved manufacturer.

Revised import licensing Regulations

BY LEGAL NOTICE 44 of 1964 the Nigerian Ministry of Commerce and Industry has issued Open General Import Licence (All Countries) No. 1 of 1964. This revokes, with effect from April 9 Open General Import Licence (Scheduled Territories and Easy Currency Countries) No. 2 of 1959 published in the *Board of Trade Journal* of January 1, 1960 (page 30) and subsequent amendments.

The new open general licence authorizes the importation from

all countries (with the exception of the countries listed in the First Schedule) of any kind of goods with the exception of the goods set out in the Second Schedule. Specific import licences are necessary in respect of the countries listed in the First Schedule and for the goods set out in the Second Schedule.

The schedules are as follows:

FIRST SCHEDULE

Countries Excepted from this Open General Import Licence

1. Communist China
2. East Germany
3. Roumania
4. Yugoslavia
5. North Korea
6. South Africa
7. South West Africa
8. Japan
9. Hong Kong
10. North Vietnam
11. Tibet
12. Albania
13. Dollar Area

SECOND SCHEDULE

Goods Excepted from this Open General Import Licence

Description	Import Group	List No. Item
1. Petroleum products	313	A11
2. (a) Gold chloride	511	XX9
(b) Jewellery of gold and goldsmiths' wares	673	010
(c) Gold watches	864	XX1
(d) Gold clocks	864	XX2
(e) Gold watch cases	864	XX9
(f) Articles manufactured wholly or mainly of gold not elsewhere specified	899	XX0
(g) Gold coin and gold bullion, unrefined gold and partly worked gold	000	XX1
3. Cement	661	20
4. Tin ore	283	60
5. Zirconium	698	50
6. Slag resulting from the processing of tin	698	90
7. Wheat and spelt (including meslin), unmilled	041	010
8. Meal and flour of wheat and spelt (including meslin)	046	010
9. Sugar (beat and cane refined)	061	020
10. Blanket (cotton)	656	62
11. Enamelware (household)	697	24
12. Meat and poultry	012	10
	013	01 09
13. Butter	023	00
14. The following kinds of produce, except for such produce imported by way of petty or barter trade, accepted as such by the Board of Customs and Excise:		
(1) Benniseed	221	00
(2) Raw cocoa beans	072	00
(3) Raw cotton	063	00
(4) Cotton linters	063	00
(5) Cotton seed	221	00
(6) Cotton seed cake	081	00
(7) Cotton seed meal	081	00
(8) Cotton seed oil	421	90
(9) Groundnuts	221	00
(10) Groundnut cake	081	00
(11) Groundnut meal	081	00
(12) Groundnut oil	421	40
(13) Palm kernels	221	00
(14) Palm kernel cake	081	00
(15) Palm kernel meal	081	00
(16) Palm kernel oil	422	40
(17) Palm oil	422	21-22
(18) Soya beans	221	00
(19) Ginger	075	22
(20) Grapefruit, fresh	051	90
(21) Grapefruit, juice	053	50
(22) Lemons	053	50

REPUBLIC OF SOUTH AFRICA

Customs tariff applications

TELEGRAPHIC advice has been received of Customs Tariff Application Lists Nos. 366 and 367, which state that the South African Board of Trade and Industries have received the following applications affecting the Republic's Customs Tariff. For increases in duty on:

1. Polyvinyl chloride polymers and copolymers and preparations thereof from 20 per cent *ad valorem* and duty free respectively to 20 per cent *ad valorem* or 3 cents per lb., whichever duty shall be the greater, with a corresponding rebate of duty on certain types of polyvinyl chloride copolymers for industries manufacturing paint, thinner, varnish, polish and putty and gramophone records.
2. Embossed aluminium foil (whether or not cut to shape, perforated, clear lacquered or overall colour lacquered) not backed or printed, of a thickness not exceeding 0·006 inch (0·15 mm.) containing by weight not less than 97·5 per cent aluminium from duty free to 15 per cent *ad valorem*.
3. Filament yarns of polyamide fibres by substituting, for tariff item 78 (5) (a), the following:

	Intermediate Duty	Maximum Duty
Filament yarn:		
(i) of polyamide fibres of high tenacity for use in industrial applications such as tyre cords	5%	10%
(ii) of polyamide fibres except those provided for under sub item (i)	15%	20%
(iii) other than polyamide	5%	10%

Where British trade organizations are thought to be interested in the above applications they are being informed, and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization should get in touch with that body in the first instance. Firms proposing to make independent representations to the South African authorities and desiring further information relating to the above should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference (1) C.R.E. 5269/64, (2) C.R.E. 5274/64 for items 1 and 2 above, and (3) C.R.E. 5270/64.

Customs tariff applications

CUSTOMS TARIFF Application List No. 365, published as Government Notice No. 219 in the Republic of South Africa *Government Gazette* of April 10, states that the Board of Trade and Industries has received the following application affecting the Republic's Customs Tariff:

For the withdrawal of rebate facilities on: raised fabrics provided for under rebate items 491, 493 and 507.

It is expected that the South African industries at present enjoying these rebates will submit evidence in favour of their retention, but if any British interests affected should consider that they have evidence on the matter not likely to be available to the South African Board of Trade and Industries they should communicate with the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 4584/64.

Customs tariff changes

GOVERNMENT NOTICES R.531 and R.532, published in the Republic of South Africa *Government Gazette* Extraordinary of April 10, set out the following amendments to the Republic's customs tariff with effect from that date. Britain pays the intermediate rate of duty in these instances.

Tariff Item	Article	Minimum Duty	Intermediate Duty	Maximum Duty
		Cents	Cents	Cents
113	By the substitution, for paragraph (2) of the following paragraph:			
	(2) Household spoons and forks (finished or unfinished, except flat stampings), of base metal, not being gold or silverplated:			
	(a) Tea-, coffee-, egg-, sugar-, jam- and similar spoons	—	30%	30%
	per doz.	with —	a minimum 25 less 30%	of 37½
	(b) Dessert-, table-, soup- and similar spoons	—	30%	30%
	per doz.	with —	a minimum 35 less 25%	of 90
	(c) Dessert-, table-, fish- and similar forks	—	30%	30%
	per doz.	with —	a minimum 35 less 25%	of 90
	(d) Other	—	10%	—
126	By the addition after paragraph (j) of the following paragraph: (k) Ilmenite ore	—	Free	—
130	(c) Parts and materials, not specified in the note to this paragraph, of unassembled chassis (whether or not to be fitted with imported unassembled axles) on which bodies of goods vehicles with a total gross vehicle weight of 22,400 lb. or more, or of ambulances, hearses and omnibuses, are to be built in the Republic: By the deletion, in the note to paragraph (c) which excludes certain items from the paragraph, of the words 'and wheel hubs whether or not combined or attached'.			

(*Continued on next page*)

SOUTH AFRICA, continued

Rebate of duty for manufacturing purposes

GOVERNMENT NOTICES R.533 and R.535, published in the Republic of South Africa *Government Gazette* of April 10, amend the Second Schedule to the customs tariff as follows:

Item	Articles	Duty rebated as under
451	Textile industry: By the substitution, for paragraph (9), of the following paragraph:— (9) (a) Buckles (excluding buckle moulds and jewellery) and paper transfers, for use in the manufacture of machine-knitted goods	To the extent of the intermediate duty.
	(b) Ornamental textile trimmings (excluding braid)	The whole duty.
468	By the addition, after item 467, of the following item: 468 Industry for the manufacture of woven interlinings: (1) Yarns, consisting of a mixture of hair and rayon or cellulose acetate or mixtures thereof, containing more than 50% by weight of hair	The whole duty.
	(2) Yarns (excluding worsted yarns), containing more than 50% by weight of man-made fibres, excluding rayon or cellulose acetate or mixtures thereof	The whole duty.
493	Shirt, collar and pyjama suit manufacturing industries: By the addition, after sub-paragraph (b) of paragraph (1), of the following sub-paragraph: (c) Ornamental textile trimmings, excluding braid	The whole duty.
507	Nightdress manufacturing industry: By the addition, after sub-paragraph (b) of paragraph (1), of the following sub-paragraph: (c) Ornamental textile trimmings, excluding braid	The whole duty.
625	Cutlery and spoon and fork manufacturing industry: By the addition, after paragraph (3), of the following paragraph: (4) Stainless steel sheets under 0·125 inch in thickness	The whole duty.

Imposition of ordinary dumping duty

GOVERNMENT NOTICE R.537, published in the Republic of South Africa *Government Gazette* Extraordinary of April 10, imposes as from that date, ordinary dumping duty in addition to any other duty payable thereon, on the undermentioned goods which are imported into the Republic from or originate in the territories mentioned hereunder. The dumping duty imposed also applies to any such goods imported under rebate of duty facilities.

Tariff Item	Goods	Territories
224 ex (g)	Anaesthetics with a base of codeine, its salts or other derivatives thereof.	Czechoslovak Republic, Hungary, United Kingdom of Great Britain and Northern Ireland.
239 ex (2)	Codeine, its salts or other derivatives thereof.	Czechoslovak Republic, Hungary, United Kingdom of Great Britain and Northern Ireland.

SOUTHERN RHODESIA

Industrial drawbacks and rebates of duty

SOUTHERN RHODESIA Government Notice No. 229, published in the Government *Gazette* of March 27, amends the Second Schedule (Export Drawbacks) and the Third Schedule (Manufacturers' Rebates) to the Customs and Excise (Industrial Drawbacks and Rebates) Regulations, 1962, to the following extent:

SECOND SCHEDULE

By the insertion of the following item:

Goods Manufactured or Processed in Southern Rhodesia	Materials in respect of which Drawback is Allowed	Extent of Drawback
Cotton napkins and towels	Cotton yarn	The whole duty

NOTE: This drawback facility also applies to cotton napkins and towels exported to Northern Rhodesia.

THIRD SCHEDULE

By the insertion of the following part:

Hat Manufacturing Industry

Item	Goods	Effective Rate			
		Duty A	Duty B	Duty C	Duty D
73 (d) (i)	Hat linings	20%	12½% or per lb. £0 1s. 0d. whichever duty shall be the greater	10% Free	Free Free
73 (d) (ii)	Inside hat bands, cut to size	20%	12½%	10%	Free

CEYLON

1964 Foreign Exchange allocations and import licences

RELIABLE information from Ceylon suggests that Rs.50 million (£3·8 million) of foreign exchange has been allocated to Ceylon State Corporations for the import of machinery spares and materials during 1964. Private sector industries have been allocated Rs.130 million (£9·8 million).

It is clear that, in her present financial difficulties, only essential commodities will be allowed into Ceylon. Rs.14 million (£1·1 million) of foreign exchange has been allocated for imports during 1964 of semi-luxury and luxury goods attracting customs duty of 200-300 per cent but no licence for these items is likely to be issued in the near future. It would seem that the publication in the Ceylon Government *Gazette* of quota allocations for particular items (e.g. motor scooters and mopeds) does not necessarily mean that import licences will be issued.

MALAYSIA (SINGAPORE)

Import restrictions

THE BOARD OF TRADE have been informed by cable that with effect from April 22, 1964, imports of tyres and tubes for passenger cars, trucks and buses must be covered by specific import licences approved by the Department of Imports and Exports Control and Registration.

Import licences will be issued on application for the following types of tyres and tubes but will not be restricted to quantitative or quota control:

(a) tyres and tubes manufactured in Malaysia;
(b) tyres and tubes of sizes above 825 x 20 for trucks and lorries.

Specific import licences will be restricted to quotas of 80 per cent of an applicant's proved imports for 1962 and will be issued at intervals of three months commencing April 22, 1964. Letters of Credit must not be opened until import licence has been issued. Existing import licences are revoked unless Letters of Credit were opened before April 22, 1964.

HONG KONG

Customs tariff amended

THE BOARD OF TRADE have received a copy of Legal Supplement No. 2 of the Hong Kong Government *Gazette* of March 20, 1964, containing a copy of a resolution amending the duties on tobacco which were published in the *Board of Trade Journal* of March 13, 1964 (page 607). The rates of duties are as follows:

	$ per pound
A. Unmanufactured tobacco:	
(1) unstripped tobacco containing:	
(a) 10% or more of moisture by weight:	
(i) tobacco of Commonwealth origin	5·70
(ii) other tobacco	6·00
(b) less than 10% of moisture by weight:	
(i) tobacco of Commonwealth origin	5·73
(ii) other tobacco	6·03
(2) stripped tobacco containing:	
(a) 10% or more of moisture by weight:	
(i) tobacco of Commonwealth origin	5·85
(ii) other tobacco	6·15
(b) less than 10% of moisture by weight:	
(i) tobacco of Commonwealth origin	6·00
(ii) other tobacco	6·30
B. Manufactured tobacco:	
(b) Cigars:	
(i) of Commonwealth origin and manufacture	6·75
(ii) of Commonwealth manufacture only	7·50
(iii) other cigars	9·25
(2) Cigarettes:	
(i) of Commonwealth origin and manufacture	7·40
(ii) of Commonwealth manufacture only	8·00
(iii) other cigarettes	8·90
(3) Other manufactured tobacco including snuff and cigar cuttings:	
(i) of Commonwealth origin and manufacture	5·45
(ii) of Commonwealth manufacture only	6·05
(iii) Chinese prepared tobacco	2·50
(iv) other varieties	6·95

JAPAN

Liberalization of imports

THE JAPANESE Government has announced that from April 1, 1964, further additions have been made to the commodities free from

(*Continued on page* 988)

Thro' Nine Reigns—

W. Wingate & Johnston Ltd.

ESTABLISHED 1815

In the reign of King George III

AND STILL THE LEADERS

		Telegraphic Address
LONDON	39/45 Finsbury Square	'WINJOHN'
,,	144 Spa Road	,,
,,	6 Burrell Street	,,
,,	13a Bruton Place	,,
,,	59/62 Ewer Street	,,
,, (Airport)	Queen's Building	'STONJOHN'
,, ,,	Bldg. III, Northern Area	,,
MANCHESTER	Corn Exchange Buildings	'STONWIN'
,, (Airport)	Building 55	'AIRSTONWIN'
LIVERPOOL	Orleans House	'WINGATE'
NEWCASTLE	65 Quayside	'NEWINJOHN'
SOUTHAMPTON	18 Canute Road	'WINSTON'
GLASGOW	20 Renfield Street, C.2	'GATEWIN'
,, (Airport)	Building 66, Renfrew	,,
LEICESTER	15 Rutland Street	'LEWINJOHN'
LEEDS	Yeadon Airport	'GATEJOHN'
HARWICH	21 Garland Road	'JOHNSTON'
PARIS	8 Rue D'Enghien	'JOHNWIN'
,, (Airport)	Aerogare Fret Orly	'WINGAIR'
HAVRE	7 Rue des Drapiers	'JOHNGATE'
TORONTO	217 Bay Street	'STONGATE'
,, (Airport)	Air Cargo Building	'WINGAIR'
MONTREAL	300 St. Sacrement	'GATESTON'
NEW YORK	11 Broadway	'PENWINGATE'

Connecting with a network of reliable agents overseas

TRAVEL BRANCH

WINGATE & JOHNSTON (TRAVEL) LTD., 34 Bruton Street, LONDON, W.1

Telegraphic Address 'WINGTRAV'

EXPORT PACKERS · CASE MAKERS · CUSTOMS AND INSURANCE BROKERS · CONSOLIDATORS · DOCUMENTARY EXPERTS · SHIPPING, FORWARDING AND TRAVEL AGENTS · AMERICAN, DOMINION AND COMMON MARKET CONSULTANTS · CONTAINERIZATION AND AIR FREIGHT SPECIALISTS

DEVELOPMENTS IN THE EAST

With the improving living standards in the East comes the prospect of trade expansion and of increasing opportunities for profitable marketing. The world-wide facilities of three great banking organizations, merged into a single comprehensive service, are at your disposal with up-to-date information and expert advice on all aspects of finance and trade in these areas.

THE HONGKONG AND SHANGHAI BANKING CORPORATION

HEAD OFFICE: Hong Kong
LONDON OFFICE: 9 Gracechurch Street, EC3

MERCANTILE BANK LIMITED

HEAD OFFICE: 15 Gracechurch Street, London EC3
WEST END BRANCH: 123 Pall Mall, London SW1

THE BRITISH BANK OF THE MIDDLE EAST

HEAD OFFICE: 7 King William Street, London EC4

JAPAN, continued

import control. They are as follows:

Charcoal pig iron, boilers (of steam generating capacities ranging from 1,100 tons to 1,300 tons per hour), steam turbines (of output ranging from 200,000 kW to 400,000 kW), power generators (of capacities ranging from 200,000 kW to 400,000 kW), colour television sets, cathode ray tubes for colour television, video tape recorders, volatile and kerosine oil, petroleum and other gaseous hydrocarbon (LPG), tantal carbide, mixtures of metal carbides including tantal carbide, tantal lumps, powder and flakes; flax yarns and ramie yarns (except for retailing), anti-biotics (derivatives of synthetic penicillin, chloramphenicol or tetracycline), preparations of anti-biotics (preparations of derivatives of synthetic penicillin, chloramphenicol or tetracycline), preparations of insulin, rush and other materials for matting.

AUSTRALIA

Tariff changes

CHANGES HAVE BEEN MADE in the Australian Tariff affecting the rates of duty on (a) dictating machines, tape decks and sound reproducers, (b) low density polyethylene and (c) shrimps and prawn meat.

Full details of these changes will be published as soon as possible, and meanwhile may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

Revision of customs by-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the by-laws shown below:

New and amended by-laws

The following goods will be admitted under the By-law Tariff until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
CHAIN OR CHAINS, otherwise classifiable under Tariff Item 194 (A) (2) (a) or (c), but not including:		
Conveyor or elevator chain or chains with a pitch not less than 1½ inches and not exceeding 24 inches	449 (A) (1)	Free
FILM:		
Visten roll flexible, of vinyl chloride polymers or copolymers as used in direct contact with food during packaging		
SQUEAKERS:		
Enclosed in casings, for toys		
For toys		
NOTE. – This reference includes talking mechanisms for MA-MA dolls.		

Cancelled By-laws

The following goods are removed from the provisions of By-law entry and will now be classified under the substantive item indicated:

DRUGS AND CHEMICALS:		
Tri-butoxyethyl phosphate	280 (J) (5)	Free
Triphenyl phosphate		
KINDERGARTEN MATERIALS for use in kindergarten teaching, as follows:		
Basket making outfits	485	Various
Plaiting		
LOCKS, combination, for steel safes	208 (A) (2)	27½% *ad val.*
PAPER-FINISHING, PAPER-CUTTING AND PAPER-FOLDING MACHINES AND APPLIANCES (not including extra knives unless otherwise expressly indicated):		
Cutting machines, viz.:		
Cross-cutting (power driven)		
Cutting perforating and rewinding, toilet paper	176 (F) (1)	27½% *ad val.*
Shredding machines including knives therefor		
Slitting		

Decisions on tariff classifications

The Australian Department of Customs and Excise have announced

(*Continued on page* 991)

THIS BOOKLET entitled "New Business in Australia" has been specially compiled to assist companies considering the extension of their activities to Australia. Its contents include information on such questions as Company Law, Taxation, Import and Export Controls, Patents, Trade Marks, Finance etc. Copies of the booklet are available at any of our Offices. Please call, write or telephone. We are equipped to furnish any further information and details desired.

The Bank of Adelaide

(Incorporated in 1865 in Australia with Limited Liability)

11 LEADENHALL STREET LONDON EC3

Telephone: Mansion House 2993 Telex: 23140

Principal Offices in Australia:

Adelaide (Head Office), Brisbane, Melbourne, Sydney, Perth, and Fremantle

SIERRA LEONE TRADE JOURNAL

the only official trade journal for Sierra Leone. Published quarterly by the Ministry of Information and Broadcasting (Publications Division) Freetown, on behalf of the Ministry of Trade and Industry, it contains illustrated features on Government and commercial industrial developments, trade statistics, import/export figures, returns of Companies, etc., etc. *Specimen copies with advertisement rates from:*

AFRICA & OVERSEAS PRESS AGENCY LTD.,
13, New Bridge Street, E.C.4. FLE 0364/5

with which will be included direct SUBSCRIPTION details.

Wanted STOCKS for CASH

We are cash buyers of merchandise of every description. Also Clearance Stocks, Discontinued Lines, Surplus and Redundant Stocks, also BOTTLES, Jars, Screw Caps, Cartons, and other Packaging Materials. In fact, goods of all kinds can be disposed of through us without delay, on the most favourable terms, and without trouble.

Should you have anything for disposal either now or at any future time please send us samples, full particulars and price on a cash settlement basis and the matter will have our immediate and careful attention.

RELIANCE TRADING CO.

23/25 CHARLES LANE, ST. JOHN'S WOOD, LONDON, N.W.8

Telephone: JUNiper 0701 *Grams:* Gordon, Juniper 0701

We're thinking of setting up in Australia

Many expanding U.K. firms have already done so, helped more often than not by Australia and New Zealand Bank. And to other manufacturers contemplating the same development, the Bank will gladly give similar assistance. A valuable introduction to such a move is provided by the Bank's 70-page book *Establishment of Industry in Australia*, produced especially for industrialists who may be considering that country as a further base for their company's operations.

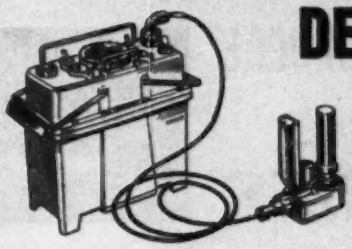
Subjects include company formation, market potential, taxation, labour, transport, power supplies, tariff protection and local regulations. We shall be pleased to send you a free copy if you write to

AUSTRALIA AND NEW ZEALAND BANK LIMITED

OVER 1,000 BRANCHES AND AGENCIES

71, CORNHILL, LONDON EC3. TELEPHONE: AVENUE 1281

PORTABLE RADIATION DETECTORS



OFFERED AT A FRACTION OF THE ORIGINAL PRICE

• **BRAND NEW EQUIPMENT** •

For the measurement and detection of Gamma Radiation from all types of solids or Beta Radiation of liquids. Sensitivity 0 to 10.0 milli-roentgens. Supplied complete with haversack. Completely self-contained.

ENQUIRIES TO:–

HENRY'S RADIO LTD. PADdington 1008/9
303 Edgware Road, London, W.2. England

DARLINGTON' WINCHES

THE **'DARLINGTON'** STATIC

THE ALL-PURPOSE WINCH FOR HOME AND OVERSEAS

FOR HOISTING, HAULING LOADING, UNLOADING, CONSTRUCTION OR DEMOLITION WORK

THIS MACHINE IS IDEAL FOR OILFIELD WORK

THE **'DARLINGTON'** PORTABLE POWER DRIVEN WINCH

THIS WINCH IS OF GREAT VALUE TO BUILDERS AND CONTRACTORS

POWERED BY PETROL OR DIESEL ENGINE

SPECIALISTS IN VEHICLE AND STATIC WINCHES

DARLINGTON ENGINEERING CO. (Gateshead) **Ltd.**

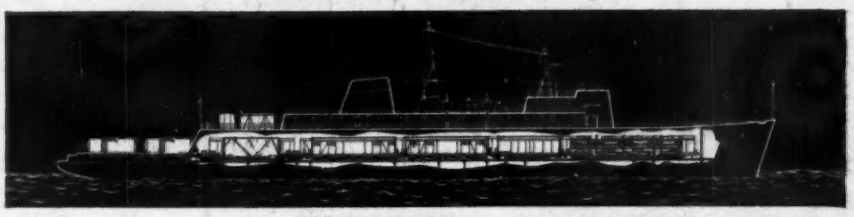
TEAM VALLEY ESTATE, CO. DURHAM

For exports to Europe ship via

British Railways services

HARWICH-ZEEBRUGGE

TRAIN FERRIES



Conveying merchandise in through wagons to the Continent. Fast rail services connect HARWICH with all main industrial centres in Britain. At ZEEBRUGGE wagons are routed by express goods trains to all parts of Europe.

HARWICH-ROTTERDAM
HARWICH-ANTWERP } **SPECIAL CONTAINER and CARGO SHIPS**

HARWICH-HOOK-OF-HOLLAND **PASSENGER/CARGO SHIPS**

Simple throughout documentation

For expert attention to your transport problems consult

THE CONTINENTAL TRAFFIC & SHIPPING MANAGER

129 BISHOPSGATE LONDON E.C.2 TEL: BIS 4702 TELEX 25249

We offer you 130 years experience in Australian Commerce

Established in 1834 the Commercial Banking Company of Sydney Ltd. is one of Australia's oldest and most respected institutions and in a unique position to help the business man with reliable information and sound advice.

Economic surveys, local statistics, trade introductions, marketing information and masses of commercial intelligence are all available through our London offices or any branch in Australia.

The Commercial Banking Company of Sydney LTD

Incorporated in New South Wales. Assets £A300,000,000

27/32 Old Jewry, London, E.C.2. Tel: METropolitan 8301

500 BRANCHES THROUGHOUT AUSTRALIA

the folowing decisions on the application of the Australian Tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of duty
COVERINGS:		
Table, of polyvinyl chloride:		
Being merely rectangles whether embossed or finished but not when having patterns cut out or otherwise surface worked:		
Textile supported plastic	368 (A) (3) (c) (2) or (d)	25% *ad val.*
ELECTRICAL APPLIANCES AND MATERIALS:		
Power supplies, excluding goods covered by Item 181 (N) or 419 (E):		
Designed for use solely or principally with electronic (including nucleonic) apparatus which is free of duty under the British Preferential Tariff (or which but for origin would be so free of duty) – as part of that apparatus.		
Imported with and specially designed for use with electronic apparatus – as part of that electronic apparatus.		
Other:		
(1) AC-AC (with or with frequency change):		
(a) Being basically a transformer albeit having additional components NOTE. – This reference includes electro-mechanical types and induction regulators incorporating Servo-motors and ferro-resonant devices.	179 (E)	Various
(b) Other NOTE. – This reference includes stabilized line voltage types; stabilized voltage/current standards, variable frequency/voltage types.	180 (F)	17½% *ad val.*
(2) AC-DC:		
(a) Power packs put up specially for use with radio receivers and/or audio amplifiers	181 (G) (2)	15*s.* each or 27½% *ad val.* whichever rate returns the higher duty.
(b) Other (Static types) whether or not stabilized or regulated	179 (D) (4) (b) (1)	22½% *ad val.*
NOTE. – Stabilized power supplies (AC-DC) are to be deemed, *prima facie*, to be within class (b) above.	or 179 (D) (4) (b) (2)	Free
(3) DC-DC (Static types)	180 (F)	17½% *ad val.*
(4) DC-AC (Static types)		
NOTE. – The foregoing decisions do not affect the classification of other goods named in their own name in the Tariff, e.g. rotary converters Item 179 (G) (5).		

NOTE: Specific rates are shown in Australian currency: £A125 = £100 Sterling.

The heraldic banner of King Henry V, one of a series of 20 bearing the arms of characters from Shakespeare's historical dramas which will be displayed during the forthcoming 'British Fortnight' at the Boston department store of Jordan Marsh. The banners were made at the Old Kent Road works of John Edgington Ltd.

Details of tariff changes

DETAILS ARE GIVEN below of the changes made in the Customs Duties by the Australian Tariff Proposals which came into effect on April 17, 1964. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most-Favoured-Nation	General	British Preferential	Most-Favoured-Nation	General
280	Drugs and chemicals:						
	(*J*) (1) Diammonium hydrogen orthophosphate or ammonium dihydrogen orthophosphate, containing less than 6 parts arsenic per million *ad val.*	25%	40%	40%	30%	40%	45%
	(2) (a) Disodium hydrogen orthophosphate *ad val.*	25%	37½%	37½%	30%	40%	45%
	[(b) Trisodium orthophosphate; sodium hexametaphosphate] *ad val.*	25%	40%	40%	*Trisodium orthophosphate under new item 280 (J) (2) (e).* *Sodium hexametaphosphate under new item 280 (J) (2) (b).*		
	(b) Sodium hexametaphosphate *ad val.*	25% (Under former item 280 (J) (2) (b))	40%	40%	30%	40%	45%
	(c) Tetrasodium pyrophosphate; sodium tripolyphosphate *ad val.*	20%	37½%	37½%	30%	40%	45%
	(d) Sodium dihydrogen orthophosphate; disodium dihydrogen pyrophosphate [per lb.]	3d.	6d.	6d.			
	ad val.				30%	40%	45%
	New sub-paragraph:						
	(e) Trisodium orthophosphate *ad val.*	25% (Under former item 280 (J) (2) (b))	40%	40%	30%	40%	45%
	and, for each £1 or part thereof by which the f.o.b. price is less than £47 10s. per ton, an additional duty of per ton				£1	£1	£1
	(3) Calcium tetrahydrogen diorthophosphate [per lb.]	3d.	6d.	6d.			
	ad val.				30%	40%	45%
	(4) Potassium dihydrogen orthophosphate [per lb.]	3d.	6d.	6d.			
	ad val.				30%	40%	45%
	(5) Trixylyl phosphate; tritolyl phosphate and other phosphoric ester plasticizers *ad val.*	25%	40%	40%	Free	7½%	10%

NOTE: Specific rates are shown in Australian currency: £A125 = £ Sterling 100.

NEW ZEALAND

1964 - 65 import licensing schedule

IT IS HOPED that a summary of import licensing arrangements for the year commencing July 1, 1964, will be published in next week's issue of the *Board of Trade Journal*.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, Room 227A, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2656). Telegrams and cables should be addressed 'Boneblack, London.'

CHILE

Amendments to import lists

THE FOLLOWING AMENDMENTS should be made to Chile's List of Permitted and Prohibited Imports. The list was first published in the *Board of Trade Journal* of July 6, 1962, and amendments have appeared frequently in later issues.

Section	Group	Item	Percentage of deposit	Percentage of tax surcharge
I	1	Chromite	A	Free
I	2	Magnesite	A	Free
III	12	Eggs, silk worms'	Not yet fixed	Free
VIII	39	Elastic fabrics of cotton for orthopaedic purposes	C	20
IX	46	Antiasthmatic preparations, retarded action, in bulk	Not yet fixed	5
XIII	68	Tubing of borosilicate glass	B	10
XIII	78	Eliminate from Prohibited List: Aluminium paper.		
		Insert in Permitted List: Aluminium paper, heat-sealing, for packing cheese	Not yet fixed	

ARGENTINA

Import regulations

IN THE *Board of Trade Journal* of April 24, 1964, page 925, under Argentina, '"Aforos" for imports' should read 'Modifications to import lists'. On page 926, for 'Further "Aforos" for imports' read '"Aforos" for imports'.

JAMAICA

Customs tariff changes

THE CUSTOMS TARIFF (Amendment) (No. 2) Resolution 1964 amends the First Schedule to the Jamaica Customs Tariff by the *deletion* of item 850.01 and the *substitution* therefor of the following:

Tariff Item No.	Class or Description of Goods	Unit		Rate of Duty	
		For Classification	For Duty	Preferential Tariff	General Tariff
	Slippers and house footwear wholly or mainly of leather:				
851-01.11	For adults, boys and girls	pair	value	15% plus 4s. per pair	25% plus 7s. 6d. per pair
851-01.12	For infants (sizes 0-6) and of a type which the Collector-General is satisfied is not being manufactured locally	pair	value	15%	25% plus 3s. 6d. per pair
851-01.13	For infants (other sizes)	pair	value	15% plus 4s. per pair	25% plus 7s. 6d. per pair
	Slippers and house footwear of all materials except rubber:				
851-01.91	For adults, boys and girls	pair	value	15% plus 4s. per pair	25% plus 7s. 6d. per pair
851-01.92	For infants (sizes 0-6) and of a type which the Collector-General is satisfied is not being manufactured locally	pair	value	15%	25% plus 3s. 6d. per pair
851-01.93	For infants (other sizes).	pair	value	15% plus 4s. per pair	25% plus 7s. 6d. per pair

Subsequent to the above notice the Board of Trade have been informed that the Jamaican Budget, introduced on April 22, 1964, announced a 10 *per cent* increase on Duty on all items included in the Customs Tariff with the exception of certain basic foodstuffs, and a 20 *per cent* increase on certain specific luxury goods.

Included under luxuries are such items as preserved fruits, jams, fruit jellies, vegetables and vegetable preparations, perfumery, cosmetics, soaps, polishes, carpets, jewellery, etc.

Further details will be published later.

Inquiries about the above notices should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

Tonnage tax law now permanent

THE Tonnage Tax (Amendment) Act 1964 repeals Section 8 of the Jamaica Tonnage Tax Law which stipulates that the Law shall expire on March 31, 1964. In consequence the Tonnage Tax Law will become a permanent Law.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

CANADA

'Made in Canada' ruling

THE FOLLOWING ruling has been made for Canadian Customs purposes:

Of 'a class or kind made in Canada':

Pneumatic wide base tires (not including aircraft tires), wholly or in part of rubber, in sizes from 26.5-25 up to and including 33.5-33.

Notes: 1. A wide base tire is designated by a decimal point followed by the figure '5', e.g., 26.5-25.

2. Pneumatic tires, wholly or in part of rubber (except aircraft tires) in sizes up to and including 21.00-38 have previously been ruled as of a class or kind made in Canada and the effective date mentioned above does not apply to such tires.

(Ruling effective May 21, 1964).

The above information is contained in Canadian Department of National Revenue Memorandum Series D51-20-1 dated April 20, 1964.

THE FOLLOWING ruling has been made for Canadian Customs purposes:

Of 'a class or kind made in Canada':

Exhaust silencers (mufflers) for marine use.

(Ruling effective May 22, 1964)

The above information is contained in Canadian Department of National Revenue Memorandum D51-28-1 dated April 21, 1964.

MEXICO

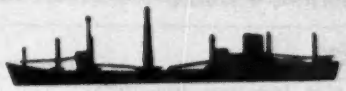
Import licensing

THE MEXICAN *Diario Oficial* published on February 26, 1964 a Decree making goods under the following Tariff Headings subject to prior import licence. The Decree was effective on the date of publication.

Tariff Heading	Description
593.00.20	Palladium catalyst, with a base of activated carbon and palladium.
593.02.22	Ethylhexyl alcohol.
593.02.23	Paraformaldehyde.
593.02.24	Morpholine or alkyl morpholine.
593.02.25	Epichlorohydrin (oxypropylene chloride).
593.02.26	Bisphenol A (Diphenylolpropane or Diphenyl isoPropylene).
593.02.27	Compounds with a base of phosphates or alkaline oxides, weighing more than 10 kilograms including the immediate container, provided they are proved to be intended for the preparation of meat products by their trade presentation.
593.02.28	Dodecane, normal at 90 per cent.
593.02.29	Hexadecane, normal (Cetane).
593.02.30	Tetradecane 89 per cent. normal.
593.02.31	Pentadecane 81 per cent. normal.
593.02.32	Tri-Decane 91 per cent. normal.
593.02.33	Diphenyl-methane (Benzyl Benzene).
593.02.34	Vinyl Acetate.
593.02.35	Divinyl-Benzene (Vinyl styrene).
593.02.36	Vinyl Toluene (Metha Methyl Styrene).
593.02.38	Tetraethylene Pentamine.
593.02.39	Triethylene Tetramine.
593.02.40	Monopropylamine.
593.02.41	Monoisopropylamine.
593.02.42	Diisopropylamine.
593.02.43	Monobutylamine.
593.02.44	Dibutylamine.
593.02.45	Tributylamine.
593.02.46	Monoisobutylamine.
593.02.47	Monoamylamine (Pentylamine; 1-aminopentane).
593.02.48	Di-amylamine.
593.02.49	Tri-amylamine.
593.02.50	Diethylamine.
593.02.51	Di-iso-butylamine.
593.02.52	Secondary Butylamine.
593.02.53	Hexylamine.
593.02.54	Di-hexilamine.
593.02.55	Tri-hexylamine.
593.02.56	Di-propylamine.
593.02.57	Tri-propylamine.
593.02.58	Dimethyl-Butylamine (1-3 dimethyl-butylamine).
593.02.59	Benzhydrylamine (1-1 Diphenyl Methylamine).
593.02.60	Hydroxy-ethylethylene-diamine (aminoethyl ethanol-amine).
593.02.61	Dichloroamine (para-toluenesulphon dichloroamine).
593.02.63	Chloroamine para-toluene sulphon (chloroamine sodium; tolamine; tochlorne; chlororazene).

(*Continued on page* 994)

We are the

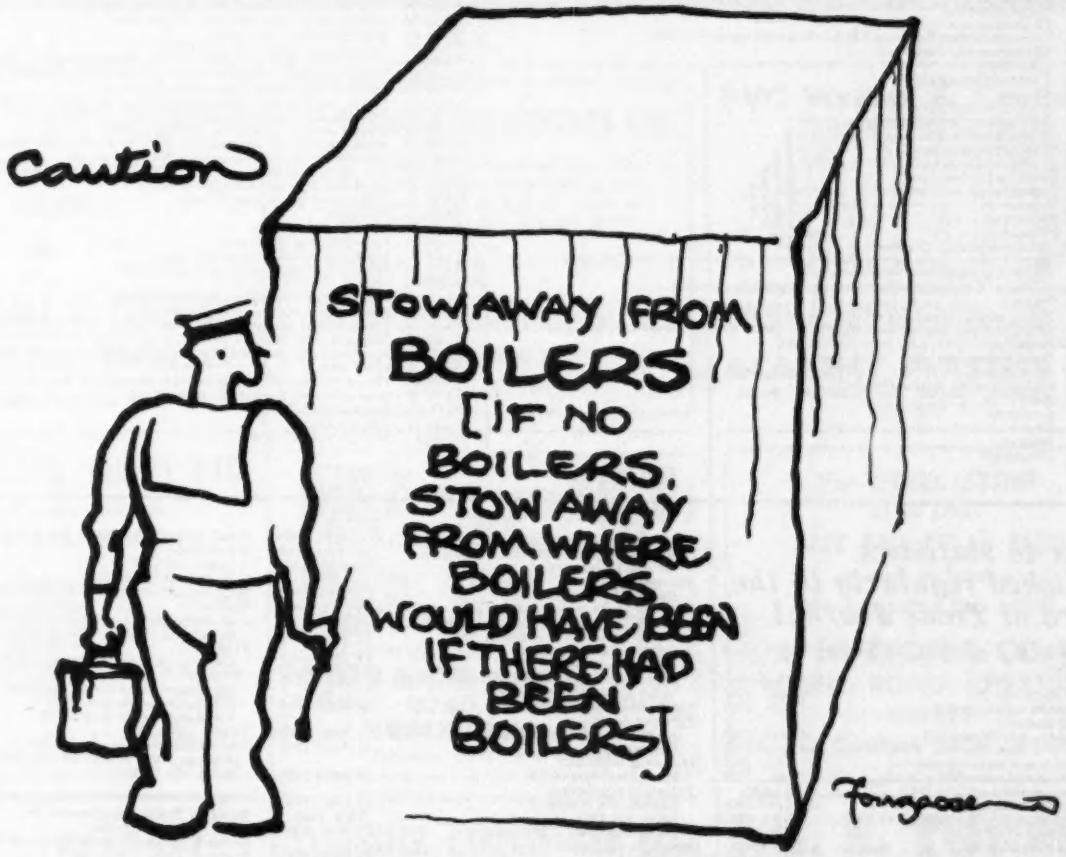


HARRISON LINE

——— we have been shipowners for over a century: we have a fast modern fleet of cargo liners serving

WEST INDIES, S. & E. AFRICA, U.S. GULF PORTS, MEXICO & THE SPANISH MAIN

AND MOREOVER . . . . .


Caution
STOWAWAY FROM BOILERS
[IF NO BOILERS, STOW AWAY FROM WHERE BOILERS WOULD HAVE BEEN IF THERE HAD BEEN BOILERS]
Fougasse

WE CARE FOR YOUR CARGO

Thos. & Jas. Harrison Ltd., Mersey Chambers, Liverpool 2, & Fountain House, Fenchurch St. London, E.C.3

MEXICO, continued

Tariff Heading	Description
593.02.64	Di-iso-propanolamine (DIPA).
593.02.65	isoPropanolamine (mono).
593.02.66	Dibutylaminoethanol.
593.02.68	Dimethyl-amino-ethanol.
593.02.69	Di-iso-propyl amino ethanol.
593.02.70	Ethyl amino ethanol.
593.02.71	isoDecyl Adipate (DIDA).
593.02.72	Nylonyl adipate (DNA).
593.02.73	Ditridecyl maleate.
593.02.74	Methyl abietate.
593.06.14	3, 6 disulphonic 2 naphtol Sodium salt
593.06.15	4 sulphonic 1 naphtol sodium salt.
593.06.16	Oxalacetic ethyl ester sodium salt.
593.06.17	Sulphonic metha xylidine acid.
593.06.18	1-(benzene-4-sulpho') 5-(pyrazole 3-carboxy).
593.06.19	Sulpho beta naphtol sodium salt.
593.07.05	Acetannin (Tannigen).
593.07.07	Bromoform (TriBromomethane).
593.07.08	Coramine (diethylnicotinamide).
593.07.09	Phenolphtalein.
593.07.19	Choline Salts.
593.07.20	N-acetyl-P-aminophenol.
593.07.24	Benzilic Alcohol.
593.07.25	Cetyl Alcohol.
593.07.26	Stearyl Alcohol.
593.07.28	Amylase.
593.07.38	Benzoyl para amino calcium salicilate.
593.07.49	Carrageen.
593.07.51	Cyclohexanone.
593.07.55	Chlorobutanol.
593.07.56	7-Chloro-methyl-5-phenyl-3-H-1-4-Benzodiacepine 7-oxide.
593.07.60	Chlorotine (for injections).
593.07.63	Cholesterine.
593.07.64	Corbasil (Nordefrin).
593.07.65	Detigon.
593.07.66	4-4 DiAcetoxy-diphenyl.
593.07.67	4-4 diamino diphenylsulphone.
593.07.70	Dibenzil ethylendiamine.
593.07.71	Diethylamino-ethanol.
593.07.72	Diethylmalonile Urea.
593.07.78	Dimethyl Polysiloxane.
593.07.79	Bis-dimethyl-1-3-xanthine.
593.07.80	Diodarsol.
593.07.81	Dipyrone.
593.07.83	Phanoform.
593.07.86	Phenil azoamine, pyridine.
593.07.89	Phenildimethyl pyrazolone, methyl amino methane-sodium sulphonate.
593.08.00	Phenil hydrazine.
593.08.02	N-phenil-N-benzyl-4-amino-1-methylpiperidine and salts.
593.08.04	Phitina.
593.08.07	Phtalil sulphathiazole of 8-hydroxyquinoleine.
593.08.15	Aminobenzole sulphothiacarbomide of amino-methylbenzole-sulphonamide.
593.08.16	Butecina.
593.08.17	Butyl hydroxy-anisole.
593.08.18	Carbasone
593.08.20	diMethylamino Benzaldehyde.
593.08.26	Ionol.
593.08.27	Levulose.
593.08.29	Lipase.
593.08.30	Maltose.
593.08.34	Pancreatin.
593.08.36	Penicillinase.
593.08.38	Chimotripsine.
593.08.43	Sulphisoaxasole.
593.08.44	Thiocetamide.
593.08.45	Thiosinamide.
593.08.47	Thyroglobulin.
593.08.48	Tyrosine.
593.08.49	Tricetonindindrene.
593.08.50	Trypsin.
593.08.53	Ammonium thioglycolate.
593.08.55	Toluene-di-iso-cianate.
593.08.56	Pantenol.
593.08.60	Beer yeast, pharmaceutical quality.
593.08.62	Tetrahydro naphthalene.
593.08.63	Celluiase ('cellasa').
593.08.64	Diastase, not specially mentioned.
593.08.65	Enzymes, amylolitic.
593.08.67	Aminobarbital (amino-barbituric acid).
593.08.68	Aprobarbital (allyl isopropyl barbituric acid).
593.08.69	Pyramidon diallyl barbiturate.
593.08.70	Heptabarbital (cyclohepten ethyl barbituric acid).
593.08.71	Hexobarbital (cyclohexyldimethyl barbituric acid).
593.08.72	Methyl cyclohexenyl methyl malonil urea.
593.08.73	Ethyl methyl butyl barbituric acid.
593.08.74	Secobarbital, Sodium.
593.08.75	Diallyl barbituric acid.
593.08.76	Allobarbital.
593.08.77	Phenobarbital.
593.08.78	Ethyl methyl phenyl barbituric acid (Prominal).
593.08.80	Cyclohexenyl ethyl malonil calcium urea.
593.08.81	Butyl ethyl barbituric acid.
593.08.85	Paracetamol (hydroxyacetanilide).
593.08.86	Perphenazine (chloro hydroxyethyl piperazinil propyl phenothiazine).
593.08.87	Trifupromizine (dimethyl amino propyl trifluoromethyl phenothiazine).
593.09.09	Methimazole (methyl mercaptoimidazole).
593.09.10	Chloro methylamino phenyl benzodiacetin oxide (methaminodiazepoxide).
593.09.11	Methylamino methylheptane and its salts (isoMethepten).
593.09.12	Methyl benzyl tetrahydro carboline (omeril).
593.09.13	Methoxyphenoxy propanediol carbamate (methocarbamol).
593.09.14	Nonobromo isoValeric carbamide.
593.09.15	diMethyl formamide.
593.09.22	Ethyl mercuric thiosalicylate sodium.
593.09.25	Ethoxy-hydroxy-propyl benzene.
593.09.26	Xanthene.
593.09.27	Chlorobenzoxaladin.
593.09.28	Hypoxanthine (purinone).
593.09.29	Methyl ortho tolyl (quinazolidone).
593.09.30	Methyloi phtalyl sulphamylil carbamide.
593.09.31	Methyl quizolone, basic.
593.09.32	Amino chloro benzoaxol (zoxazolamine).
593.09.33	Benzamidine diazoamino diaceturate.
593.09.34	Chlorobenzyl dimethylamino ethyl amino pyridine (Synopen).
593.09.35	Meprobamate (methyl propyl propanodiol dicarbamate).
593.09.36	Acepromacina (maleate of acetyl diethylamino propyl phenotiazine).
593.09.37	Ethyl urea.
593.09.38	Phenyl hydroxyphenyl dioxubutyl pyrazolone monohydrate.
593.09.39	Isopropyl-phenyl dimethyl pyrazolone.
593.09.40	Polysorbate.
593.09.41	Amylopectin.
593.09.42	Methyl polysiloxane.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	10 Jan. 1964
Business names registered (A)	7 Feb. 1964
Capital expenditure:	
By industry – provisional (Q)	6 Mar. 1964
– final (Q)	10 April 1964
Distributive and service trades (A)	27 Dec. 1963
Expected capital expenditure (6-M)	17 Jan. 1964
Cars and commercial vehicles (M)	This week
Catering trades turnover (M)	17 April 1964
Chemical industries production (6-M)	1 Nov. 1963
Companies:	
Income and finance (Q)	This week
New companies registered (M)	This week
Property companies (A)	20 Dec. 1963
Engineering and electrical goods:	
Deliveries of certain products (Q)	27 Mar. 1964
Production, exports and orders (M)	This week
Film industry:	
British film fund agency returns (M)	This week
Cinema admissions and takings (M)	10 April 1964
Registrations of films (A)	28 Feb. 1964
Trends in film going (A)	1 Mar. 1963
Foreign trade:	
Commonwealth trade (A)	28 June 1963
Sterling area trade summary (Q)	14 Feb. 1964
Trends in exports of manufactures (A)	27 Sept. 1963
World trade and production (Q)	17 April 1964
Foreign trade of the UK:	
Trade by air (6-M)	15 Nov. 1963
Unit value and volume index nos. (M)	10 April 1964
Value of overseas trade (M)	This week
Gold and dollar reserves (M)	10 April 1964
Hire purchase:	
Assets and liabilities of HP companies (Q)	6 Mar. 1964
Business (M)	17 April 1964
Industrial building:	
Provisional figures (Q)	24 April 1964
Industrial production:	
Census, first results (A)	27 Dec. 1963
Index nos. (M)	This week
N. Ireland index (M)	27 Mar. 1964
Insurance companies:	
Assets (A)	19 July 1963
Transactions (Q)	27 Mar. 1964
Investments and earnings overseas (A)	15 Nov. 1963
Passenger movement to and from UK (Q)	3 April 1964
Pensions funds:	
Assets (A)	26 July 1963
Transactions (Q)	3 April 1964
Retail prices index (M)	24 April 1964
Retail trade:	
Index nos. (M)	17 April 1964
N. Ireland index (M)	This week
Shipping movement at UK ports (Q)	17 April 1964
Stocks:	
Manufacturers and distributors (Q)	10 April 1964
Retail (M)	17 April 1964
Textiles:	
Clothing and textile orders and deliveries (M)	17 April 1964
Man-made fibres production (M)	3 April 1964
Wholesale houses sales (M)	17 April 1964
Wool and cotton output (M)	17 April 1964
Tourist traffic (M)	24 April 1964
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1964
Index nos. (M)	17 April 1964

Board of Trade Departments, etc. *Subject*	*Last published*
British Commercial Representatives Overseas	24 April 1964
Board of Trade Addresses	28 Feb. 1964
Board of Trade Regional Organizations	24 April 1964
ECGD Local Offices	31 Jan. 1964
British and Commonwealth Chamber of Commerce and other British Business Organizations Overseas	24 April 1964
United States Consular Offices in the UK	21 July 1961

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.

Black and white prints. *These should be 'action' photographs showing U.K. goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.*

Photographs of U.K. businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.

Colour photographs. *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

"DRON-WAL"

AGRICULTURAL SPRAYERS ARE IN WORLD-WIDE USE

**Send for catalogue illustrating our many types of Sprayers, Syringes, Powder Blowers, Hose Fittings, Cattle and Veterinary Syringes, Knapsack and Pneumatic Sprayers, etc.

Many types and sizes of DRON-WAL Garden Syringes.

No. 5 P/T. All Brass Pneumatic hand sprayer with instant trigger control suitable for all Horticultural and Agricultural spraying.

1596 Lawn Sprinkler. Stove enamelled sheet metal base with chromium-plated head and arms. A popular line, many other types of sprinklers available.

THE PHILIP B. WALDRON CO., TYSELEY, BIRMINGHAM, ENGLAND

CIRCULAR SAW BLADES

FOR WOOD CUTTING and PLASTICS

★

E. W. KENDALL & CO. LTD.,
10, Sewardstone Road, London, E.2.
Tel.: ADVance 4276

ABBEY HEAT TREATMENTS LTD.

Our advanced techniques and reliable service have established a fine reputation. Try us for all types of Heat Treatment and Chemical Blacking.

On A.I.D., A.R.B., W.O. Approved lists for Inspection.

Plaza Works, Merton High Street, London, S.W.19.
Cherrywood 2291/2.

PVC Wallets & Containers

Salesmen's Albums, Document Cases, Cheque Book and Travel Cheque Holders, Note Cases, Loose Leaf Binders, Pocket Wallets, Conference Wallets Swatch Covers, Advertising Gifts, etc.

ACADEMY PLASTICS LTD.,
25-29 ROUNDWOOD ROAD, LONDON, N.W.10.
WILLESDEN 5277

BODILL, PARKER (1922) LTD.

Lower Tower Street
BIRMINGHAM, 19

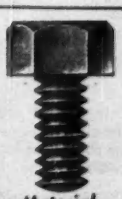
Manufacturers of

Brass Spur
Tooth
Grommets

Brass Eyelets and Rings
Ventilator Eyelets

We hold stocks of all sizes
Telephone: ASTon Cross 1711-2

BOLTS & NUTS
SCREWS
RIVETS • BURRS
STUDDING
WASHERS



All Sizes and Types in Any Material

ABIS & CO. (BIRMINGHAM) LTD.
DENNIS ROAD, SPARKBROOK,
BIRMINGHAM 12
Telephone: SOUTH 3781 (6 lines)

For STEEL STRIP
of all kinds.
SLIT EXACT to SIZE
in coils or lengths.
No quantity too small.

L. A. HUTTON & CO. LTD.
POUND ROAD, CHERTSEY, SURREY
Tel. Chertsey 3451 *(5 lines)*

Mark M. Cansick, M.B.M.A.

EXPORT?

My organization, if appointed your export managers will do all the work, suffer all the headaches and carry the financial responsibility. If you are interested let us have a talk together. We offer a COMPLETE EXPORT SERVICE to manufacturers without their own Export Department.

Export Managers for: "BURGESS" Silencers; "HERMETITE" Joining Compounds; "GRELCO" Terminal Blocks; "STEDIWELD" Arc Welders; "WINGARD" Auto Accessories.

Mark Cansick & Co. Ltd.
EXPORT MERCHANTS & SPECIALIST EXPORT MANAGERS
44 HIGHGATE HIGH STREET, LONDON, N.6
Telephone: Mountview 0094/5 Cables: Cansico, London

AXMINSTER CARPETS AND RUGS

All wool pile Axminster Carpets and Rugs up to 12 feet wide

AGENTS REQUIRED IN ALL COUNTRIES

The Blackpool Carpet Manufacturing Co., Ltd.
Mowbray Drive, Blackpool

C. E. TURNER
(ENGINEERS) LTD.
LINFORD STREET, LONDON, S.W.8
Tel.: MACaulay 7118

★ FABRICATORS IN sheet steel & plate, stainless steel, aluminium
★ ARGON ARC WELDING
★ TANK MANUFACTURERS
★ PROTOTYPE WORK
★ FORMING, DISHING, LOUVRING, NIBBLING, SLOTTING & FLANGING
★ 8' PRESS BRAKE CAPACITY
★ SITE WELDING

MISCELLANEOUS ADVERTISEMENTS

5/- per line, minimum 25/- payable in advance

Orders for advertisements in this section should be addressed to H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1.

NISSEN AND ROMNEY TYPE BUILDINGS. Large stocks of new and reconditioned buildings, packed for Export. Enquiries to: Naylors (Bilston) Ltd., Wolverhampton Street, Bilston, Staffs. Tel.: Bilston 41689-42448.

CARD HOLDER FRAMES, METAL. Suitable for stock cards, bin cards, shelving, crates. 2½ in. by 5 in. New Stock. 12s. 6d. per 100. £4 per 1,000. Large quantity available. Also packing note envelopes, 4½ in. by 5½ in., waxed, with eyelet at each corner with fastener for flap. 25s. per 1,000. Samples 6d. stamp. E. R. Nicholls, 46 Lowfield Road, Stockport, Cheshire. STO 2179.

"FLASH" Carton Case Opener. The Opening of Fibreboard Cases, a task of some difficulty, time and waste, effected quickly and efficiently by the use of this simple hand tool. Also Box Strapping Equipment, Acme Steel Strapping Ltd., Ambleside Avenue, London, S.W.16. STReatham 0308.

BRAND NEW 62·5 kVA cont. rated 400/440/3/50 skid mounted totally enclosed, radiator cooled alternator sets. Dorman 6DL111 diesel engines direct coupled to Crompton Parkinson salient pole alternators with inbuilt switchboards. Complete with full complement of instruments including voltage regulator and circuit breaker packed in export type closed cases. Manning Bros., St. Andrew's Street, South, Bury St. Edmunds. Telephone: Bury St. Edmunds 5257.

YOUNG MAN, 32, recently retired R.A.F. officer, public school education with equivalent of Higher School Certificate, seeks position with British firm in Singapore. Knowledge of country. Has six months' experience in printing but willing to learn any commercial business.

TRANSLATIONS, TRANSLATIONS! *Technical* Translations particularly: TRANSLAGENCY (All Languages) LTD., 4, Norland Square, W.11. Park 3333. Telex 261376.

FACILITIES OFFERED IN LONDON. — Engineering Company having a small depot with staff, situated South West London, offer their services for distributing, servicing and stock holding, for unit or components, preferably allied to the Motor and Engineering trades. Enquiries treated strict confidence. Box S.5434, *Board of Trade Journal*, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.4.

ATLAS TRANSLATIONS LTD., specialize in technical translations in all Languages, Tenders, Contracts, Specifications, Advertising Material, Catalogues, etc. Same Day Service for Commercial Correspondence, 31 Villiers Street, Strand, W.C.2. Tel.: Trafalgar 5213.

SECOND-HAND PLANT AND MACHINERY EXPORTERS. Excavators, Tractors, Cranes, Compressors, Quarry Plant, Electric Motors, Contractors and Engineers' plant of all descriptions. Walker & Partners Ltd., 23, Claremont Crescent, Sheffield 10. Phone 62428-9.

MAIL ORDER HOUSE requires unworn Government surplus clothing. Bulk lines only. Write, giving full particulars Box M9993, *Board of Trade Journal*, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1.

THE METAL PERFORATORS J. & F. POOL LTD. invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel.: Hayle 3213. Telex 45286.

PUERTO RICO. – World's third fastest growing market and travel hub of the Caribbean. Let British Exports Service (Caribbean) help you promote and/or increase your exports to Puerto Rico, the U.S. Virgin Islands and the Caribbean. Write Box 6213, Loiza Stn. Santurce, or cable BREXSERV San Juan, Puerto Rico.

EX-MINISTRY AUSTIN CHAMPS, low mileage, fitted Rolls-Royce engines, from £165. Also new Champ spares. Land Rover windscreen glass, £1 10s. 0d. per pair. Quantity reductions. Hillier, 54 Macdonald Road, N.19. Tel.: ARC 5772.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of runners and regrooved tyres and new remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

LARGE IMPORT FIRM with branches in New York, Hong Kong, Japan and India, requires well-established selling agents with excellent connections and well-versed in textiles, sundries and novelty lines, to act for them on commission basis. Box M.9994, *Board of Trade Journal*, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1.

THE HARTLEPOOLS (for factory sites and success) are represented on Stand 99 Row H at the Research-Development-Production Exhibition at Olympia from May 4 to 9. Make this your appointment with opportunity.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

Jacksons
OF BOURNE END

Speciality millboards and fibreboards for industrial uses:

BOOK BINDINGS · RADIO BACKS · PIPE JOINTING
INDUSTRIAL BOXES · PRESS BOARDS · CAR PANELS
TRAVEL GOODS · SPECIALITY PACKAGING
PALLETIZATION · SHOE COMPONENTS
AND MANY OTHER USES.

JACKSONS' MILLBOARD & FIBRE CO. LTD.
Bourne End, Bucks.

Ministry of Labour GAZETTE

Single copies 2s. 6d. (by post 2s. 10d.)
Annual subscription 34s. including postage

Obtainable from:
HER MAJESTY'S STATIONERY OFFICE.
York House, Kingsway, London, W.C.2, 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; 39 King Street, Manchester, 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

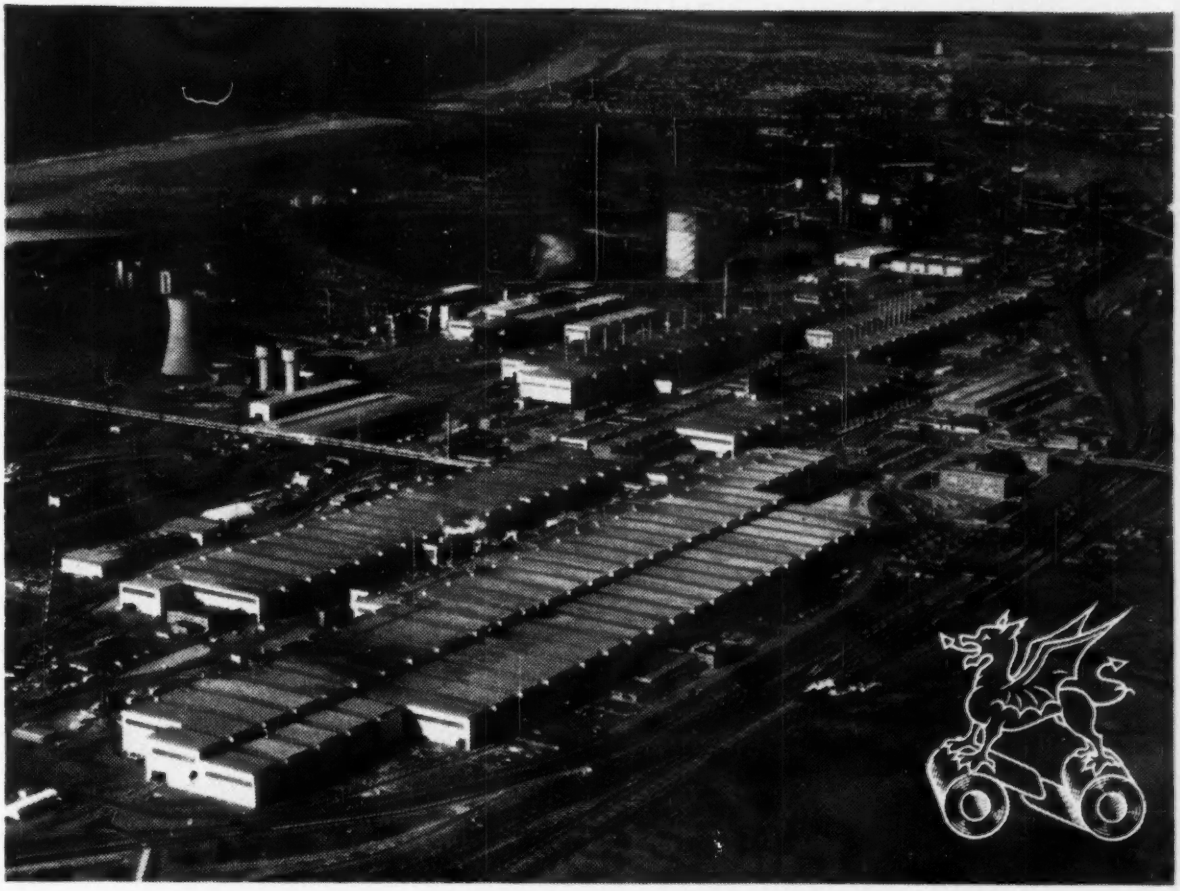
CANADA LINE BUNGALOWS

Made to precision engineering standards with top quality materials. Excellent insulation qualities, labour saving layout and fully planned and fitted kitchen. Many layouts and from two bedrooms to five bedrooms/two bathroom models. First-class executive housing. Over 1,000 now erected in England. Export enquiries invited. *See the Showhouses at Guildford or write to Peter Hall, Export Manager.*

Guildway Limited
GUILDFORD · SURREY · ENGLAND

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1. (*Address for telegrams and cables:* Boneblack, London.) Printed in England by Merritt & Hatcher Ltd., London (K109) S.O. Code No. 72-3502.

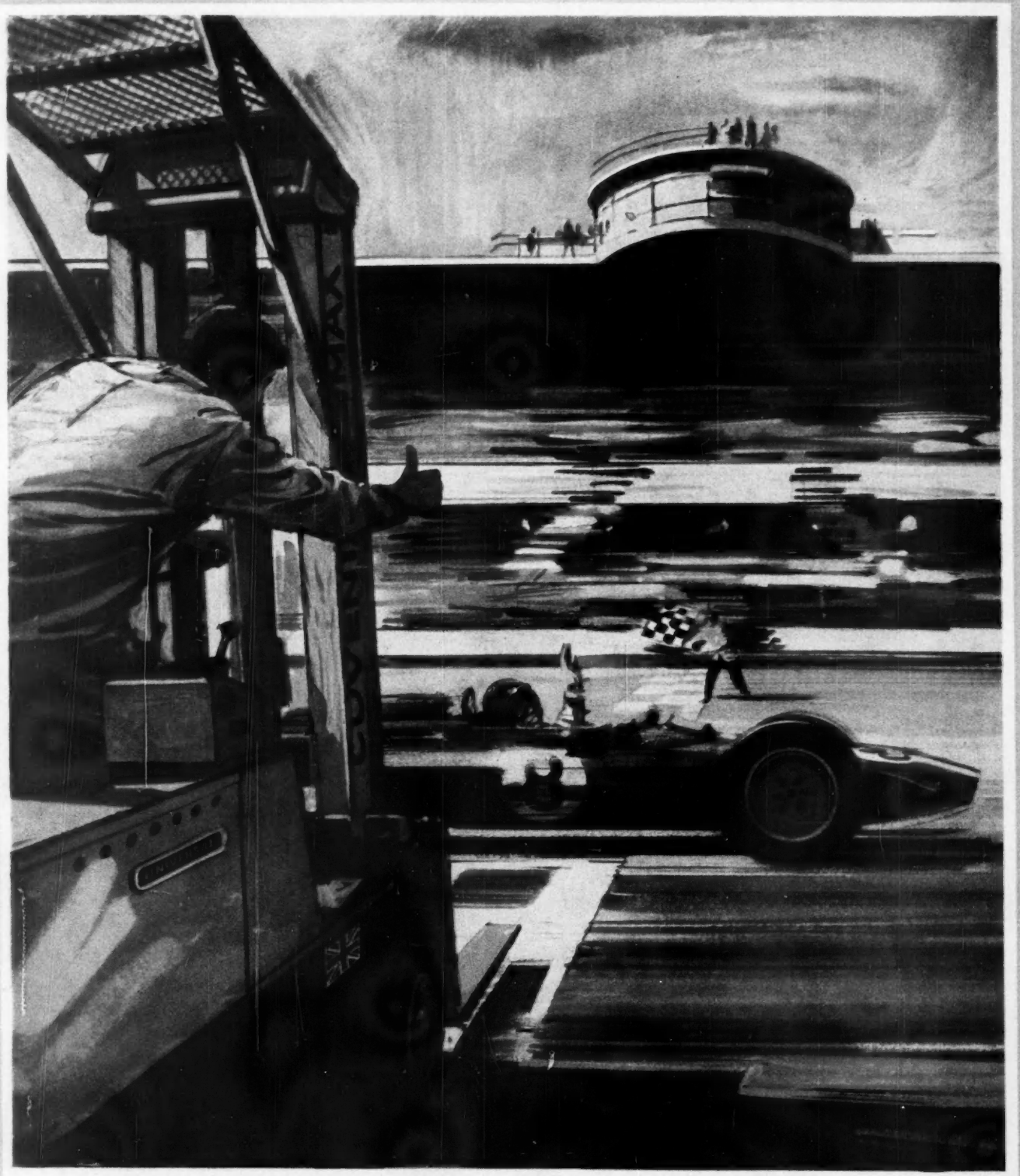
THE CITY OF STEEL SELLS TO THE WORLD



The City of Steel at Port Talbot, headquarters of The Steel Company of Wales, has the capacity to produce more than 3,000,000 tons of ingot steel a year. Last year the Company achieved world exports to 69 countries worth £35½ million. This accounted for 34% of all Britain's sheet steel exports and 73% of her tinplate exports.

Steel for the World from Wales

THE STEEL COMPANY OF WALES LIMITED



Tools of Success... See how Coventry Climax engineering leadership, proved on race track and factory floor is incorporated in the latest fork trucks on show on their Stand F12 at the Mechanical Handling Exhibition, Earls Court. May 5-15

Coventry Climax

A SUBSIDIARY OF JAGUAR CARS LIMITED

COVENTRY CLIMAX ENGINES LIMITED (DEPT. B.T.J.) COVENTRY